Austria Sch22	Indonesia ... Rp3100	Portugal Esc120
Bahrain ... Din0.650	Israel NIS3.50	S.Arabia Rls7.00
Belgium BFr48	Italy L1700	Singapore ... S$4.10
Canada ..... C$1.00	Japan Y600	Spain Pta145
Cyprus ..... C£0.90	Jordan Flls.500	Sri Lanka Rs30
Denmark . DKr10.00	Kuwait Flls.500	Sweden SKr9.00
Egypt ..... E£2.25	Lebanon .. $L125.00	Switz SFr2.30
Finland Fmk7.00	Lux LFr48	Taiwan ..... NT$85
France FFr6.50	Malaysia ... Rm4.25	Thailand Bht50
Germany ... DM2.30	Mexico Pes300	Tunisia ... Din0.800
Greece Dr120	Morocco Dh6.00	Turkey L600
Hong Kong... HK$12	Neth Fl3.00	UAE Dh6.50
India Rup15	Norway ... Nkr10.00	USA $1.00

EUROPE'S BUSINESS NEWSPAPER

FINANCIAL TIMES

No.30,622 Monday August 22 1988 D 8523 A

PAKISTAN

Ishaq Khan emerges from the shadows

Page 3

World News

India-Nepal earthquake kills more than 500

An earthquake triggered landslides and destroyed thousands of homes in the mountainous India-Nepal border region, killing at least 500 people and injuring more than 1,500. Officials said they expected the toll to rise and a leading Indian seismologist warned that more earthquakes were likely in the next few days. Page 8

Iran denies violation as UN patrols Gulf

Iran denied an Iraqi claim that its forces violated the Gulf war cease-fire. The Iraqi News Agency said an Iranian sniper infiltrated an Iraqi ground position and killed a private. UN officials said the two-day ceasefire was holding despite charges of violations by both sides. United Nations boats have been deployed in the Gulf to monitor the cease-fire. Uneasy truce, Page 2

New Caledonia deal

Agreement on the terms of a new dispensation for New Caledonia was concluded between the French government and teams from the two main ethnic communities of the French Pacific territory. Page 2

Aquino on progress

Philippines President Corazon Aquino vowed to bring progress to her divided nation, despite challenges to her capacity to rule. She asked Filipinos not to sign up in a campaign that calls for the establishment of a "new moral order."

Mass for miners

Priests were forced to say Mass by megaphone for weary miners under the close scrutiny of police who refused to let the clergymen into the striking July Manifesto coal mine. Page 14

Burmese plan strike

Truckloads of soldiers stood watch as up to 2,000 demonstrators in Burma's capital rallied support for a planned nationwide strike to demand an end to one-party rule. The strike, called for today, is seen as the first real test for Maung Maung, who became president last Friday. Page 3

Car bomb in Beirut

A car bomb exploded near a Syrian Army checkpoint in the Raouche district of west Beirut, wounding 18 people and damaging buildings.

Al Aqsa casualties

Six Arabs were shot by soldiers and three Israeli civilians were hurt as Palestinians staged a strike to mark the 19th anniversary of an arson fire that ravaged the Al Aqsa mosque in Jerusalem.

Basque bombing

A car bomb explosion believed set off by Basque separatists killed two civil guards as they were on duty in a patrol car in the Navarre town of Estella.

Taiwan softens view

The Taiwanese government plans further easing of travel restrictions to China and will allow native Taiwanese and low-ranking civil servants to visit the Communist mainland.

Housing segregation

The South Africa government plans to push ahead with tough measures to strengthen residential segregation, despite critics who say the proposals are "straight out of the darkest ages of apartheid."

Burundi massacres

Refugees fleeing tribal massacres in Burundi gave gruesome accounts of the slaughter and suggesting that thousands of people had been killed. The United Nations High Commissioner for Refugees said over 30,000 people had fled into Rwanda. Page 3

Mammoth find

A 33,000-year-old leg of a mammoth, complete with hair and toenails has been found in the ground near the town of Magadan in the Soviet Far East. The section of leg from the thigh to the ankle weighs 100 kilogrammes and is the best preserved find of recent years.

Business Summary

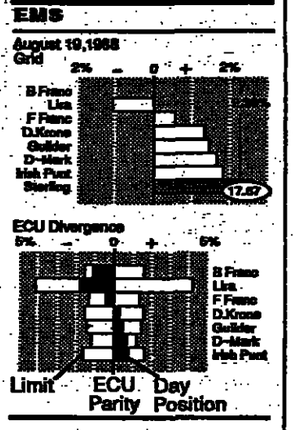
US court reverses ruling on insurers

US INSURERS have won a nine-year struggle to overturn a landmark legal ruling which allowed accident victims to sue insurance companies for damages caused by the emotional distress of waiting for a claim to be paid.

The California Supreme Court decided to reverse its 1979 decision in the Royal Globe case which, insurers alleged, had been responsible for escalating claims and costly litigation. Page 14

EUROPEAN Monetary System: Weakness of the D-Mark against the dollar and yen kept attention away from the EMS, and helped ease downward pressure on the French franc. The Bank of Italy bought D-Marks at an attractive rate to boost reserves, but the system was very quiet and stable.

EMS



The chart shows the two constraints on European Monetary System rates. The upper grid, based on the weakest currency in the system, defines the cross-rates from which no currency (except the lira) may move more than 2¼ per cent. The lower chart gives each currency's divergence from the "central rate" against the European Currency Unit (ECU), a basket of European currencies.

UNISYS, American computer company, has divested in South Africa and sold its wholly-owned subsidiary to Mercedes Datakor, a local computer services company, for R132m ($31m). Page 3

ELDERS IXL, Australian brewing, finance, agribusiness and resources conglomerate, says its associate Avilock has mandated Bankers Trust Australia to place an issue of option bonds and bonds to raise US$260m. Page 17

GOODYEAR Tire & Rubber has held preliminary discussions with several companies about the sale of its All American oil pipeline, which could raise around $1.3bn. Page 17

INTERNATIO-MUELLER, Dutch diversified industrial conglomerate, saw earnings climb 29 per cent to Fl 14.3m ($6.7m) in the first half from Fl 11.1m a year earlier. Page 17

VESTA, Norway's troubled insurance group, saw an improvement in the first half, posting an operating profit of NKr11.8m ($1.7m) compared with losses of NKr368.9m in the same period last year. Page 17

BOND Corporation International, Hong Kong listed subsidiary of Mr Alan Bond's business empire, reported attributable profits of HK$525.1m ($67.3m) for the first six months following the disposal of the company's residential property portfolio on Hong Kong island. Page 17

ASSOCIATION of Swiss Stock Exchanges is introducing a new index this month. The Swiss Market Index (SMI) will act as a basis for trading in index contracts and is based on the quotations for 24 bearer shares and participation certificates of 20 Swiss companies in continuous trading on the Zurich, Geneva and Basle bourses. Page 18

BRITAIN runs the risk of being left behind in the race to secure European markets in the post-1992 single European market, according to an economic review by a UK securities house. Page 7

UK DEPARTMENT of Trade and Industry has broken ground by providing financial support for a project which could boost the development of marginal North Sea oilfields. Page 6

Thatcher likely to reject IRA internment

By Kieran Cooke in Dublin and Tom Lynch in London

THE BRITISH Government appears unlikely to respond to calls for internment without trial for terrorist suspects in Northern Ireland after Saturday's IRA bomb attack which killed eight soldiers and injured 27, six critically.

The Government's options include sending more troops to Northern Ireland and reintroducing internment without trial for IRA suspects. However, the return of internment is felt to be unlikely, both because of ministerial scepticism and the IRA's declared preparedness to replace anyone imprisoned.

Scientists at the scene of Saturday's bomb attack near Omagh in County Tyrone yesterday examined the debris left by the 200lb bomb which blew apart the soldiers' bus. The area was sealed off while troops supported by helicopters searched for those responsible.

Irish police yesterday discovered a cache of 70 home-made mortar bombs in a field 25 miles from Dublin. In Belfast, explosives, bomb-making equipment, guns and a large quantity of ammunition were discovered at the Royal Victoria hospital in the heart of the city, underlining the task faced by security forces north and south of the Irish border.

Mrs Margaret Thatcher, the Prime Minister, met Mr Tom King, the Ulster Secretary, Sir John Hermon, the Chief Constable of the Royal Ulster Constabulary, and Lt Gen Sir John Waters, the General Officer Commanding the Army in Northern Ireland, at her official residence on Saturday.

Mrs Thatcher and Mr King have resisted calls for internment after previous atrocities. However this option has not been ruled out.

Supporters of internment argue that the security forces know the terrorists are, but intimidation of witnesses makes it hard to obtain convictions, even in the province's non-jury courts.

They argue that selective detention would disrupt the terrorists' communications, command structures and supply lines. They accept that internment is a denial of human rights, but argue that it is a lesser evil than continued atrocities.

Opponents argue that it would inflame the situation, damage the UK's international reputation and endanger hard-earned security co-operation

Internment was introduced in 1971 but abandoned four years later.

There are fears of a repeat of the violence triggered by the 1971 round-up and that internment would be a propaganda coup for the IRA.

Northern Ireland after the bombing, Page 7

Regulators rescue eight US thrifts with $2.5bn package

By Roderick Oram in New York

US FEDERAL regulators have consolidated another eight Texas savings and loan institutions, including some of the industry's biggest losers, into one organisation. The move will cost $2.5bn but new investors have yet to be found.

The Federal Home Loan Bank Board, the thrifts' regulatory agency, said it acted to end heavy operating losses at the institutions and to make them more attractive to potential buyers.

Restoring the eight thrifts to financial health will require more Government help in coming years, pushing the total cost of their rescue above $5bn, federal regulators estimate.

The funds will come from the Federal Savings and Loan Insurance Corp, the thrifts' deposit insurance agency funded by the industry and Government.

The move consolidates the eight into Sunbelt Savings of Dallas which, under its previous management, had been one of the most notoriously reckless lenders in Texas' early 1980s property boom.

Mr Ed McBirney, then chairman, had built it into a multi-billion institution, nicknamed Gunbelt Savings, while he was still in his early 30s.

Using customers' money as if it was his own, he lived a lavish lifestyle that was the talk of Dallas. At one memorable birthday party he hired a magician to make an elephant disappear.

Regulators kicked out Mr McBirney and his colleagues two years ago, replacing them with a new team led by Mr Thomas Wageman, a former Chicago banker.

The eight thrifts were showing a negative net worth of $2.5bn, mainly from writing off non-performing real estate loans. The bale-out was the second large one in two days, indicating the quickening pace of regulators' efforts to restore the savings and loan industry's health.

Heavy losses, mainly from collapsing property prices, have left insolvent some 350 US thrifts, most in Texas. Regulators say it will cost some $44bn to bale out the failed thrifts but private estimates run to more than $70bn.

As part of the consolidation announced on Friday, the Federal Savings and Loan Insurance Corp will give Sunbelt a $2.5bn note to eliminate the negative net worth.

Continued on Page 14

Soviet Union decrees crash programme to boost consumer goods

By John Lloyd in Moscow

THE SOVIET Government has decreed a crash programme to raise the quantity and quality of consumer goods such as clothes, cars, television sets, shoes and household appliances which would be achieved partly by purchasing Western production equipment and technology.

The announcement, published in the main newspapers yesterday, criticised shortages and the poor quality of goods, and acknowledged widespread and "serious" disatisfaction among Soviet consumers. It identified consumer satisfaction as the most important objective set by the 19th party congress last month.

Ministries and enterprises had been "slow to introduce new technology," slow in switching to the decreed principle of self-financing and slow to improve quality, the announcement said.

In a series of detailed instructions, the Government called for enterprises under the control of the Ministry of Light Industry – the main consumer goods ministry – to produce goods to the value of Roubles 24bn ($38bn) in excess of the targets of the current five-year plan (to 1990). The targets are to be exceeded by Rb9bn next year and Rb15bn in 1990.

Official figures show that consumer industries produced goods to the value of Rb165bn in the first six months of this year. Such an increase, the announcement said, would allow the targets for these goods in the next five-year plan period (to 1995) to be raised by 17.8 per cent, or Rb113bn.

The production of coats is to be raised by 6m, or 11 per cent, over the next two years, suits by 6.9m (14 per cent), raincoats by 3.8m (150 per cent), jackets by 16.4m (46 per cent), knitted garments by 396m (22 per cent), leather shoes by 78m pairs (10 per cent), children's knitted tights by 30m (11 per cent) and ladies tights – a particularly sore issue – by 100m (180 per cent).

Enterprises outside the control of the Ministry of Light Industry, including cars and household appliances, have been told to raise production by more than Rb15bn in the next two years

The Government says 2.3m cars should be produced annually by 1995 and production of television sets must reach an annual level of 18.6m by 1995 (current production stands at 3.5m). Production of video recorders must grow to 2m in 1995.

A number of industries, including defence, have been told to switch to the production of fridges and freezers, so that their annual output can be increased by 2m by 1995.

Such hugely optimistic targets were not accompanied by any commentary on the amount of hard currency which would be needed to buy production equipment from abroad. They illustrate, however, the concern being voiced about the low availability and standards of a wide range of goods.

Yesterday's announcement repeatedly exhorted ministries and enterprises to produce goods "of a world standard."

Criticism of the production and distribution of goods is becoming ever sharper. An article in the Nedelya magazine over the weekend by Professor Andrei Orlov, director of the Soviet Institute of Market and Consumer Demand, complained that there was "no trade, but only distribution . . . a person is forced to take what he is allocated."

Prof Orlov contrasted this with the Western practice of "merchandising – which means the ability to display goods in such a way that one's hand automatically reaches for the purse."

He called for the development of co-operatives which would lease buildings from the state and "specialise purely in the production of goods in high demand."

He concluded: "It is time to remember that the customer is no longer that obedient, voiceless individual, as he has been portrayed by tradespeople in the past. Times are changing and he is demanding guarantees and the protection of his rights."

Walesa calls off shipyard strike

● Polish Solidarity leader Lech Walesa said he delayed plans for a shipyard strike because the Government had indicated it had proposals to end labour unrest across the country and involving more than 15,000 workers. Page 14

● Soviet police halted a demonstration in Moscow marking the 20th anniversary of the Soviet-led invasion of Czechoslovakia. In Prague, hundreds booed police at a rally in Wenceslas Square commemorating the invasion. Page 2

Republican vice presidential nominee Dan Quayle points to the crowd as his presidential running mate George Bush looks on

Bush gains despite rows over Quayle

By Stewart Fleming, US Editor, in Washington

VICE-PRESIDENT George Bush gained in popularity after the Republican convention last week in spite of the controversy over Senator Dan Qualye, his running mate, according to an opinion poll published yesterday.

The poll by Newsweek magazine puts Mr Bush nine points ahead of his Democratic rival, Governor Michael Dukakis, of Massachusetts.

Seperately yesterday, Mr Craig Fuller, the Vice-President's chief of staff, said the idea of dropping Mr Quayle from the Republican ticket "was never considered."

Mr Bush vigorously defended his selection of Mr Quayle, describing the controversy over the Indiana conservative's decision to serve in the US in the National Guard during the Vietnam war as "a tempest in a teapot."

These comments came amid signs that the Bush campaign's vigorous defence of Mr Quayle's selection and the Vice-President's own strong showing in the convention in New Orleans have helped to limit the damage to his election prospects arising from the controversy.

The Newsweek poll has Mr Bush leading Mr Dukakis by 51 per cent to 42 per cent among voters asked who they would

Continued on Page 14

Hunt brothers manipulated silver market, jury rules

By Janet Bush in New York

A FEDERAL jury in Manhattan ruled on Saturday that the Hunt Brothers of Texas had conspired with a group of other investors to corner the world silver market in 1979 and 1980.

The three Hunt brothers and the other defendants were ordered to pay more than $130m in damages to Minpeco, a commodities company owned by the Peruvian Government, which claimed it had incurred losses of $151m during the period when the Hunt brothers manipulated the silver market.

Two other class actions (in which lawyers wrap together numerous individual suits) on behalf of investors in the silver market during that period are pending. The weekend ruling should strengthen the case against the Hunt brothers, leaving the way open for more damages awards.

The ruling established, for the first time, the Hunt brothers' responsibility for the extraordinary volatility in the silver price from September 1979, when it stood at $9 an ounce, to January 1980, when it soared to $50 an ounce only to collapse to $10 an ounce two months later, in March.

Attorneys for the Hunt brothers are thought likely to appeal against the ruling or at least try to negotiate lower damages.

Lawyers acting on behalf of Minpeco are confident, however, that Saturday's ruling will be upheld if it goes to appeal.

Mr John Corette, an attorney at the Washington-based firm ofCole, Corette and Abrutyn, said that the jury in the Minpeco case had been extremely conscientious and that the judge, Judge Morris Lasker of the Federal District Court, had made numerous difficult legal rulings throughout the six-month civil suit.

Judge Lasker is also presiding over the two class action suits.

Mr Corette believes Saturday's ruling establishes that the Hunt brothers and the other defendants had violated anti-trust laws, commodity exchange laws and Rico – the RacketeerInfluenced and Corrupt Organisations Act – as well as common fraud laws.

He feels this will provide a strong case for lawyers fighting the two class action suits, although it is not yet clear under which laws the Hunts will be charged in further cases, nor whether racketeering charges will be used.

Rico, the law designed to combat organised crime, carries stiff penalties including long jail sentences and fines.

More important, however, Mr Corette believes the award of damages on Saturday sets an important precedent in the area of investor protection from market manipulation.

"This ruling will be a deterrent to those who try to manipulate markets. They now know that they cannot do it and get away with it. This case sets an important precedent for pro-

Continued on Page 14

A sign of the times

There is one company above all others which can meet the ever changing demands and property requirements of today's progressive companies, the name is Hunting Gate. A substantial group of multi disciplined property development and investment companies: A group whose sustained quality of growth and success in the sectors of Commercial/Industrial Property Development, Design + Build, Residential Development and Property Investment is hard to compare.

Hunting Gate built on solid foundations with the benefit of over 40 years property experience is ready to meet the demands of the future.

A sign of the times indeed!

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SOCIETE GENERALE DE BELGIQUE

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Société Anonyme

Established in Brussels by Royal Decree of 28 August 1822
Registered office: Rue Royale 30, 1000 Brussels
Brussels Trade Register no. 17.457

The board of directors is pleased to invite shareholders to an extraordinary general meeting to be held at 10 am on Tuesday 6 September 1988. The meeting will be held in the Palais des Beaux-Arts, rue Ravenstein, 23, 1000 Brussels with the following agenda:

AGENDA

1. SPECIAL REPORT BY THE BOARD OF DIRECTORS WITH DETAILED REASONS FOR THE PROPOSED AMENDMENT TO THE COMPANY'S OBJECTS.

Attached to this report is a statement summarizing the assets and liabilities of the company as at 30th June 1988 and the auditor's report.

2. AMENDMENT TO THE COMPANY'S OBJECTS:

- replacement of the heading of chapter III of the memorandum and articles of association with the following heading: "The company's objects":

- replacement of articles 5 and 6 by a new article 5 worded as follows:

"The company's objects, both in Belgium and abroad, are:

- to acquire interests, in any form whatsoever, in any existing or future company, association or establishment performing industrial, financial, commercial or civil activities;

- to manage and increase the value of such interests, notably by stimulating, planning and coordinating the development of companies, associations and establishments in which it holds an interest;

- to buy, sell, transfer and exchange any securities, shares, government stock and all rights associated with moveable and immoveable property;

- to carry out any operations involving moveable and immoveable property, financial or industrial operations, commercial or civil operations, with a view to promoting its own development.

The company may carry out any sort of study for the benefit of third parties, notably companies, associations and establishments in which it holds a direct or indirect interest, provide technical administrative and financial assistance, grand any loan or advance, issue any guarantee and carry out any sort of financial operation. It may also acquire, manage, rent out and sell any sort of moveable or immoveable asset.

The company may attain its objects directly or indirectly, for its own account or for third parties, alone or in association, by carrying out any operation likely to promote the said objects or those of companies, associations and establishments in which it holds an interest."

3. AMENDMENTS TO CHAPTER V OF THE MEMORANDUM AND ARTICLES OF ABSOCIATION HEADED "ADMINISTRATION OF THE COMPANY" AND OTHER AMENDMENTS RESULTING THEREFROM

- replacement in article 4, second paragraph, of the words "the governor and by one director" by the words "two directors":

- replacement of articles 9 to 25 and the headings between them by the following new texts:

Article 9
"The board of directors shall consist of at least eight members, who may or may not be shareholders, appointed for a period of up to three years by the general meeting and who may be dismissed by such a meeting at any time. Directors shall be eligible for re-election.

The board of directors shall elect a chairman and one or more vice-chairmen from among their number.
At the proposal of the board of directors, the general meeting may appoint former members of the board of directors as honorary directors whom the board of directors may invite to attend its meetings in an advisory capacity.

The board of directors may nominate advisers."

Article 10
"In the case of a director's post being unfilled as a result of death, resignation or any other reason, the remaining members of the board of directors may choose a replacement until the next general meeting which shall make a definitive election.

Any director chosen in this way shall be appointed only for the remaining period necessary to fill the post of the director he replaces."

Article 11
"The board of directors shall meet as convened by the chairman or, alternatively, by one of his vice-chairmen or, if this is not possible, by another director, whenever the company's interests so require and at least four times a year: the board shall meet whenever three directors so request.

Meetings shall be held at the company's registered office or at any other place indicated on the invitation. They shall be chaired by the chairman of the board or, alternatively, by one of the vice-chairmen or, if this is impossible, by a director nominated by his co-directors.

The board may only validly vote if half of its members are present or represented: any member may give proxy in any written form to one of his co-directors to represent him at a meeting of the board of directors and to vote in his stead. However, no proxy may represent more than one member of the board. Decisions shall be taken on a majority vote."

Article 12
"The board of directors shall be competent to undertake all necessary or useful action for realization of the company's objects with the exception of such action where the law or the memorandum and articles of association require the approval of the general meeting.

Within the limits of the authorized capital specified in article 3, the board may issue convertible debentures or debentures with subscription rights in accordance with articles 101 2) to 8) of the coordinated laws on commercial companies.

In this regard, it may notably restrict or withdraw in the interests of the company the preferential subscription rights normally accorded to shareholders."

Article 13
"The board of directors may constitute an executive committee and nominate the members thereof. It shall determine the powers of such a committee of which the chairman of the board of directors and the managing director shall automatically be members.

The board may entrust day-to-day management and representation of the company related to such management to a managing director who shall also be responsible for implementing the board's decisions. The board of directors may entrust the managing director with the preparation of objectives and policies for approval by the board and implementation by the managing director.

The managing director shall be assisted by a management committee. The former shall nominate the members thereof and fix their remuneration in consultation with the chairman of the board of directors.

The board of directors and, within the area of day-to-day management, the managing director, may delegate special powers to any proxy.

The board of directors shall fix the remuneration of the members of the executive committee, of the director responsible for day-to-day management and of any special proxies."

Article 14
"The company shall be represented in all action, including action involving a public, government or legal official, by its managing director and one director signing jointly, or by two directors signing jointly. It shall also be represented in matters of day-to-day management by its managing director.

It shall also be validly committed by its special proxies acting within their remit."

Article 15
"The minutes of meetings of the board of directors shall be kept in a special file and shall record all proceedings.

The minutes of each meeting shall be submitted to the board for approval and signed by the chairman of the meeting and any other members who wish to do so.

Extracts from the minutes signed by two directors shall constitute absolute proof of the proceedings recorded therein."

Article 16
"Directors shall receive emoluments as voted by the shareholders' meeting. These emoluments shall be reduced by the amount of any profit-linked bonuses paid out in accordance with article 8, 4°.

In addition to these emoluments, the board of directors may also award allowances to its members responsible for special functions or tasks."

- replacement of the first paragraph of the present article 31 by a new paragraph worded as follows:
"The chairman of the board of directors or, if this is impossible, a vice-chairman shall chair meetings. He shall nominate two scrutineers and the secretary who, together with himself, shall constitute the committee of the meeting.

- replacement of the word "governor" in the last article of the present article 32 by the words "chairman of the board of directors".

4. AMENDMENT OF CHAPTER VII OF THE MEMORANDUM AND ARTICLES OF ASSOCIATION RELATING TO THE ADVISORY BOARD

- replacement of the present article 27 by the following text:

"The advisory board shall consist of Belgian and other persons appointed for three years by the board of directors which shall also fix their emoluments. The composition of this board shall be communicated annually to the general meeting.

The advisory board shall normally meet twice each year at the invitation of the chairman of the board of directors to contribute to deciding the group's strategy."

5. AMENDMENT TO ARTICLE 8 OF THE MEMORANDUM AND ARTICLES OF ASSOCIATION RELATING TO APPROPRIATION OF PROFITS

- replacement in article 8 1° of the percentage "10 per cent" by the percentage "5 per cent".

- replacement of the text of article 8 2° by the following text:
"an initial dividend equal to 7 per cent of nominal capital."

- replacement of the text of article 8 4° by the following text: "2 per cent to the board of directors, to be divided among its members in compliance with the rules of procedure. The general meeting may amend this amount within the limits specified above by a decision taken on a simple majority."

- insertion after the second paragraph of article 8 of a paragraph worded as follows:

"The dividend payable on partly paid shares shall be calculated pro rata to the amount of the subscription price, including the issue premium, actually paid up."

6. AMENDMENTS TO CHAPTER VIII OF THE MEMORANDUM AND ARTICLES OF ASSOCIATION RELATING TO GENERAL MEETINGS

- deletion of the second sentence of the first paragraph of article 29.

- insertion in the present article 30 of a third paragraph worded as follows:

"The board of directors may stipulate the wording of proxy forms and require them to be lodged at such place and time as it shall determine."

- replacement of the second paragraph of the present article 31 by the following paragraph:

"Except in cases specified by law or in the memorandum and articles of association, decisions shall be taken on a simple majority of the votes cast validly, disregarding abstentions, whatever the number of shares represented at the meeting."

- replacement of the first three paragraphs of the present article 32 by the following two paragraphs:

"General meetings shall automatically be held at the company's registered office or at the location indicated on the invitation at 10.30 am on the third Tuesday of June every year or, if this is a holiday, on the next business day.

Extraordinary general meetings may be convened by the board of directors or by the auditors."

- insertion after the present article 32 of a new article 33 worded as follows:

"Whatever points may be on the agenda, the board of directors shall have the right, once the meeting has been opened, to adjourn by up to three weeks any ordinary or extraordinary meeting. Such adjournment shall cancel any decision taken on any subject whatsoever.

Shareholders shall then be invited to another meeting on a date to be set by the board, the formalities completed in relation to attendance at the first meeting remaining valid for the second."

7. CHOICE OF A DATE FOR INTRODUCTION OF THE AMENDMENTS PROPOSED FOR ARTICLES 9 AND 27, AND POWERS TO BE GRANTED TO THE BOARD OF DIRECTORS TO IMPLEMENT THE DECISIONS TAKEN AND COORDINATE THE MEMORANDUM AND ARTICLES OF ASSOCIATION.

8. REVISION OF THE DURATION OF PRESENT DIRECTORSHIPS AND CHOICE OF A DATE FOR THEIR TERMINATION.

9. NOMINATIONS PROVIDED FOR IN THE MEMORANDUM AND ARTICLES OF ASSOCIATION.

As specified in article 28, paragraph 2, of the memorandum and articles of association, any shareholder wishing to attend this general meeting must lodge his or her shares with the company or with one of the following banks by Tuesday 30 August 1988 at the latest:

- In Belgium: *Generale Bank/Générale de Banque; *Banque Indosuez Belgique
- In France: *Générale de Banque Belge (France); *Banque Indosuez
- In Luxembourg: *Banque Générale du Luxembourg
- In Great Britain: *Banque Belge Limited
- In Switzerland: *Crédit Suisse; *Swiss Bank Corporation; *Union Bank of Switzerland
- In the Federal Republic of Germany: *Deutsche Bank; *Generale Bank & Co.

Shareholders attending the meeting on 6 September are invited to present themselves from 9 am onwards in order to complete the registration formalities.

Brussels, 17 August 1988

J de FAUCONVAL, Director

H. de CARMOY, Chief Executive Director

OVERSEAS NEWS

Pro-Dubcek crowd broken up in Moscow

By John Lloyd in Moscow

POLICE SEALED off, then ended, a demonstration by the Democratic Union group - the only group in the Soviet Union to call publicly for a multi-party democracy - in Moscow's Pushkin Square yesterday.

Some members of the group were arrested. On the 20th anniversary of the Soviet intervention in Czechoslovakia, they had gone ahead with a demonstration, banned by the city council, in support of the Dubcek reforms.

The demonstration started at 4pm and was snuffed out by 4.20. Rings of militia kept onlookers and journalists away from the speakers, though several hundred, who had gathered before the speeches began, were allowed to stay within the police cordon.

Passing Muscovites debated vigorously. One middle-aged man vehemently denounced the Democratic Union as "ideological prostitutes". Another man, younger and a student, said he was in support of their cause and against his country's intervention to Czechoslovakia.

The rally, held in bright sunshine, passed without violent incident. The issue of Czechoslovakia, regarded by some as a key test of the present Soviet project of openness especially as this touches the past, is not one the leaders have chosen for revision.

A commentary on Tass, the official Soviet news agency, at the weekend used anti-western language which has become almost old-fashioned: "When, in 1968, the anti-socialist forces, taking advantage of political irresponsibility and opportunism by leaders of the Communist Party of Czechoslovakia at that time, made an attempt to tear Czechoslovakia away from the socialist community, the friends and allies of Czechoslovakia could not remain indifferent."

This commentary was bolstered by a ferocious attack in Vechernaya Moscow, the city's evening paper, on the Democratic Union. This called for the arrest of the leaders of the group before the illegal demonstration, quoting the group as saying that its aim was to "change the social structure of the soviet union". The paper said such a change would "essentially be to capitalism".

Diplomatic and Soviet sources in Moscow point out that for the Soviet Union to condemn the invasion retrospectively would be an implicit criticism of the present Czechoslovakian government, which came to power as a pro-Soviet, anti-reform one.

Such a departure is also seen as unwise at a time of unrest in Poland, Hungary and Romania, and of strong national feeling in Soviet republics. Police in Yerevan, the Armenian capital, reported at the weekend another demonstration, on Friday night, over the status of the mainly Armenian enclave of Nagorno Karabakh in Aberzaijan.

Iran and Iraq row over ceasefire

By Tony Walker in Nicosia

THE GULF War ceasefire at the weekend was greeted rapturously on the streets of Iraqi cities, but acrimonious exchanges continued between Iran and Iraq. This suggests that the scars of eight years of bloody conflict, in which an estimated 1m people died, will not quickly fade and that peace talks to begin this month will prove difficult.

The bitter enemies traded accusations and denials over violations of the United Nations-sponsored ceasefire which came into effect soon after dawn on Saturday on the 1,200km Gulf War battlefront.

Within hours, Iraq had accused Iran of breaking the ceasefire. The Iraqis claimed that an Iranian sniper killed one of their soldiers on the central front east of Baghdad.

Iran denied the accusation. The government was quoted by IRNA, the Iranian newsagency monitored in Nicosia, as saying that "not even a single bullet has been fired on Iraqi positions."

Baghdad also complained about Iranian harrassment of one of its merchant ships entering the Gulf through the Strait of Hormuz. Iranian helicopters and warships inspected the vessel – which sailed into the Gulf early on Saturday - before allowing it to proceed.

Maj Gen Slavko Jovic, commander of the 350-man UN observer force, expressed satisfaction with the implementation of the ceasefire. "I am most happy to inform you the ceasefire is in operation on both sides," he said.

Iran and Iraq continue to engage in a propaganda battle as the two sides prepared for face-to-face negotiations in Geneva next Thursday.

Western observers expect these negotiations to be long and arduous because of the complexity of the issues involved and the residue of bitterness between the two countries.

There is little prospect of quick agreement on the two most contentious issues – the question of where to draw the international boundary in the south, and who was to blame for starting the war.

President Ali Khamenei late last week repeated Iran's demand that Iraq be branded the agressor. Iraq has said its decision to invade Iran in September, 1980 was in response to repeated Iranian provocations.

A big row is looming over the border between the two countries. Iran is insisting that an agreement negotiated in 1975 by the late Shah and President Saddam Hussein of Iraq be adhered to.

That agreement moved the border to the middle of the Shatt al-Arab waterway, which divides the two countries in the South, from the Iranian or east bank. Iraq's leader, even though he himself was party to the so-called Algiers agreement, tore it up at the onset of the war in September, 1980.

Iraq wants the boundary returned to the Iranian bank. The Shatt al-Arab is a vital artery to the Gulf for largely landlocked Iraq, and its closure for most of the war was a severe blow to Iraqi communications.

Other issues to be mediated include an exchange of prisoners. Iran is holding about 50,000 Iraqi prisoners of war, and Iraq is said to have captured about 30,000 Iranians.

In Iraq, citizens continued their ceasefire celebrations which began on August 8 when Mr Javier Perez de Cuellar, the UN Secretary General, announced the truce date of August 20. President Hussein awarded a holiday today to his people to mark the ceasefire. Observers reported jubilation in most Iraqi cities and towns.

Maj-Gen Slavko Jovic: Gulf ceasefire holding

In Iran the mood was reportedly more sombre. Ayatollah Ruhollah Khomeini, Iran's spiritual leader, has said the decision to agree to a ceasefire was like taking poison. Prime Minister Hossein Mousavi set the tone for the Iranian reaction when he was quoted by the official Iranian news agency as saying that the ceasefire did not mean an end to enemy plots against Iran's Islamic revolution.

Mr Mousavi's remarks echoed those made on Friday by Ali Akbar Hashemi Rafsanjani, Iran's military chief, who warned of possible further conflict, and said his country would take the opportunity of the ceasefire to rebuild its armed forces.

Both sides are now turning their attention to post-war reconstruction. Initial efforts are expected to focus on rebuilding oil export facilities. Iran and Iraq need maximum oil revenues to fund their reconstruction programmes.

Mr Issam Abdul-Rahim al Challaby, Iraq's Oil Minister, said at the weekend that one of his country's first priorities was to re-open its deep-water oil terminals at the head of the Gulf. These were put out of action early in the war, forcing the Iraqis to build new pipelines overland through Saudi Arabia and upgrade an existing one through Turkey.

Iraq was also forced to ship oil by road tanker through Jordan to earn foreign exchange to fund its war effort.

Another Iraqi priority is to reopen the Shatt al-Arab, part of which was mined. The waterway, on which is located Basra, Iraq's second city, is also silted up. It is expected to take about 12 months to clear.

Iran says its Kharg Island oil terminal in the northern Gulf is operating normally. Mr Gholamreza Aqazadeh, the Oil Minister, said Iran had recently opened a new terminal near Kharg which has an export capacity of 2m barrels a day.

New Caledonian accord given broad welcome

By Ian Davidson in Paris

FINAL AGREEMENT on the terms of a new political regime for New Caledonia, the French territory in the western Pacific, was reached at the weekend by the French government and delegations from the two main ethnic communities of the archipelago. It will be submitted to a national referendum in France during the autumn.

The text is based on the broad principles of the outline agreement negotiated personally in June by Mr Michel Rocard, the Prime Minister, and promises a referendum in the territory on the issue of independence from France, to be held 10 years hence.

However, the final agreement, hammered out in a week of tripartite negotiations by the pro-French RPCR party, the pro-independence Melanesian FLNKS party and the French government, adds certain minor concessions to the Melanesian community.

Even so, the agreement was described as a "victory for New Caledonia" by leaders of both territorial delegations, and welcomed all along the French political spectrum, except by the extreme right-wing National Front.

The main new concession to the Melanesian community is a conditional enlargement of the promised amnesty for crimes committed in the cause of independence. The amnesty would not apply to those accused of murder, a category that includes about 30 Melanesian militants, but the government has implied that there could be an extensive pardon, if peace returns to New Caledonia, and Mr Jean-Marie Tjibaou, leader of the Melanesian delegation, has predicted that all militant prisoners could be home by Christmas.

Also, the new federal arrangements for local government are intended to rectify past discrimination against the Melanesian community.

The 1989 French budget will include FF300m (£27.5m) for the development of New Caledonia.

Hungary calls Romanian farm plans 'idiotic'

By Judy Dempsey in Vienna

SENIOR HUNGARIAN officials at the weekend described Romania's plan to destroy several thousand ethnic Hungarian villages as "idiotic", and appealed to "civilised nations" to prevent the "bulldozing" of ancient traditions. This was one of the most outspoken criticisms of one Warsaw Pact country by another.

Mr Imre Pozsgay, a Politburo member, and Mr Matyas Szuros, a foreign policy expert, spoke during the 950th anniversary of the death of St Istvan, first King of Hungary. The occasion was seen as an opportunity to voice growing official concern about the fate of ethnic minorities abroad.

In language with nationalist overtones, Mr Pozsgay, a consistent defender of the rights of ethnic Hungarians in Romania, described the current agricultural policy of President Nicolae Ceausescu of Romania, as "idiotic".

The Romanian authorities propose to raze more than 7,000 villages under a plan to make more land available for cultivation. This is to involve the destruction of churches, cemeteries, houses and schools. The inhabitants will be moved to concrete apartment blocks.

Mr Szuros, a proponent of ethnic and minority rights, said the plan means that besides old Romanian villages, ethnic Hungarian, German, Serbian and Jewish settlements will be destroyed.

Bucharest seemed no longer interested in discussing what amounts to a long-running dispute between two Warsaw Pact countries and which threatens to move beyond the domestic and political sphere, he declared.

The dispute has brought to the surface, in recent years, latent nationalist feelings in Hungary.

In a rare admission, Mr Szuros criticised previous policies of the Hungarian authorities, who had suppressed the problem of the Hungarian ethnic minority in neighbouring Romania

Police break up Prague Spring rally

SEVERAL hundred people booed and whistled police who hustled away three people from Prague's Wenceslas Square on Sunday during a rally to mark the Soviet-led invasion of Czechoslovakia 20 years ago, Reuter reports.

One of the three was an elderly woman. In another incident, shouts of "Shame, shame" and "Gestapo" rose from the crowd when police dragged away a youth wearing a pendant in the national colours of red, blue and white around his neck.

But police apparently abandoned an effort to seize another man. Supporters surrounded him in the square where Warsaw Pact tanks assembled on August 21, 1968 after entering the country to crush the "Prague Spring" reformist movement.

Two activists in the Charter 77 human rights movement tried to lay flowers at the base of a statue of Saint Wenceslas by throwing them over the heads of police ringing the monument. But the police swiftly took the blooms away from the statue of the king mounted on a horse, where some of the dozens of people killed during the invasion met their deaths. The two, Ms Eva Kanturkova and Mr Tomas Hradilek, were applauded by the crowd which they then led in the singing of the national anthem.

On Saturday, police detained the three spokesmen of Charter 77 when they sought to deliver a statement to the Soviet embassy.

More than half a million Warsaw Pact troops invaded Czechoslovakia on the night of August 20, to end the attempt by Mr Alexander Dubcek, then Communist Party chief, to "give socialism a human face".

Rumasa maverick grabs the headlines

A financial folk-hero is embarrassing his old foe, Tom Burns writes

THE SECLUDED luxury villa that the former socialist economy minister Mr Miguel Boyer has rented for the summer in Marbella is being buzzed every so often by a light aircraft that circles the property trailing behind it a streaming banner that bears the legend Rumasa.

That is one stunt engineered by the mercurial Spanish financier Mr José María Ruiz Mateos to hold the headlines during the summer's dearth of news. Now the one-time folk hero of Spanish capitalism has gone one better by illegally leaving the country and sending a photograph of himself posing by the shrine of the Virgin of Fatima in Portugal to Spain's national news agency.

Mr Ruiz Mateos has been waging a very public vendetta against Mr Boyer ever since the latter, as minister, ordered in 1983 the expropriation of his huge Rumasa empire, a many-tentacled holding company, on the grounds that it was teetering towards a bankruptcy that could endanger the entire financial system.

The purpose of the Fatima photograph was two-fold. In an accompanying statement, Mr Ruiz Mateos used the religious backdrop to accuse former associates of the Roman Catholic organisation Opus Dei of financial skulduggery that led to his downfall. He also, by visibly pointing out that he was in Portugal, informed the authorities that he would not return to Spain until a date was set for a long-awaited trial in which he will face a variety of fraud-connected charges.

Miguel Boyer: 'buzzed'

Jose Ruiz Mateos: mercurial

Having requested Interpol to locate Mr Ruiz Mateos, the authorities were yesterday conducting an inquiry to establish how it was that he managed to pass police controls in Madrid to board a flight to Lisbon using his ID card – his passport was withdrawn when he was extradited from West Germany to Spain at the end of 1985.

The newspaper El Pais tartly observed that Mr Ruiz Mateos had said he would "never leave Spain" two years ago when he was released on bail from a maximum security prison. Rumasa's founder and former chairman had added: "I played the fool once and I'm not going to do so again."

In the wake of his company's expropriation, Mr Ruiz Mateos had himself smuggled out of Spain in the boot of a car, then proceeded to regale the Spanish press with histrionic accusations that involved dozens of people in public life and very especially, prominent bankers who, like himself, were members of Opus Dei.

Unless a trial date is quickly set, and presuming that Mr Ruiz Mateos sticks this time to his words, Spain's legal authorities could be in for another long extradition wrangle. The maverick tycoon, for his part, appears determined to remain in the news.

As for the Rumasa legend that Mr Ruiz Mateos built up in the 1970s and which is now disturbing Mr Boyer's siestas, it is a fast-receding memory.

Fed board 'split on monetary policy'

By Janet Bush in New York

THE US Federal Reserve Board voted by a majority of eight to three to tighten monetary policy in late June, according to June minutes of the Federal Open Market Committee meeting, published late on Friday.

The three dissenting Federal Reserve governors argued that the central bank was moving too quickly to block inflationary pressures in the economy.

Within the majority of governors who favoured another slight tightening in policy was a faction wanting more substantial action, including an increase in the discount rate.

The hawks eventually gained ground, as shown by the unanimous decision to raise the discount rate to 6.5 per cent from 6 per cent on August 9.

The FOMC met again last Tuesday but the minutes of that meeting will not be released until September 23.

The minutes of the June meeting confirm that the Fed tightened credit conditions twice after its May meeting. There have been five moves to restrict credit this year: in late March, twice in May, in late June and after the June meeting of the FOMC.

The minutes show the Fed's governors concentrating on the outlook for inflation and expressed concern that rising import prices were contributing to inflationary pressures.

FINANCIAL TIMES

Published by the Financial Times (Europe) Ltd., Frankfurt Branch, represented by E.Hugo, Frankfurt/Main, and, as members of the Board of Directors, F. Barlow, R.A.F. McClean, G.T.S. Damer, M.C. Gorman, D.E.P. Palmer, London. Printer: Frankfurter Societäts-Druckerei-GmbH, Frankfurt/Main. Responsible editor: G.D. Owen, Financial Times, Bracken House, Cannon Street, London EC4P 4BY. © The Financial Times Ltd, 1988.

FINANCIAL TIMES, USPS No 190640, published daily except Sundays and holidays. US subscription rates $365.00 per annum. Second-class postage paid at New York NY and at additional mailing offices. POSTMASTER, send address change to: FINANCIAL TIMES, 14 East 60th Street, New York, NY 10022.

Hawke dampens hopes for early tax reductions

By Chris Sherwell in Sydney

AUSTRALIANS will see no personal tax cuts before next July, despite the Federal Government's exceptionally swollen budget surplus.

This was confirmed yesterday by Mr Bob Hawke, the Prime Minister, ahead of tomorrow's budget. He pledged that the promised cuts would materialise in the next financial year, but said no decision had been taken about their scale.

Mr Hawke's remarks, made in a television interview, were significant because the Government's surplus in the current financial year is forecast at between A$5bn-7bn (£2.35bn-£3.29bn), and most Australian workers have suffered real pay cuts in the five years since the Labor party came to power.

Mr Hawke refused to be drawn on the size of the surplus. "When we've still got a significant external problem – large external debt, current account deficit – ordinary Australians know we've got to be careful about running up high import bills," he said.

"Demand is running strongly at the moment, and if we were to significantly increase the level of demand. . . it would be dangerous."

He dismissed opposition suggestions that he was delaying personal tax cuts in order to use them as a "bribe" before the next election, due in 1990. He also rejected the idea that Labor was ignoring its traditional base of support, saying the budget would contain "targeted" improvements in welfare.

On the large gap between the 39 per cent rate of corporate tax and the top marginal rate of personal tax of 49 per cent, which cuts in at relatively modest salary levels, Mr Hawke acknowledged that this could not continue for long. But his remarks confirm it will continue for this year.

The Prime Minister also used yesterday's wide-ranging interview to intervene in the sharpening domestic debate on Asian immigration to Australia, which has recently convulsed the opposition Liberal and National parties.

Leaders of both parties, which are finalising their immigration policy, have both hinted that they might slow down the rate of Asian immigration in order to preserve "social cohesion".

Mr Hawke said yesterday a discriminatory immigration policy would be "morally repugnant and economically insane", and said he would have nothing to do with such a plan.

US sale carries sanctions shield for SA company

By Jim Jones in Johannesburg

UNISYS, the American computer company, has divested in South Africa and sold its wholly-owned subsidiary to Mercedes Datakor, a local computer services company, for R132m (£31m).

However, the full amount will not be paid if Unisys stops supplying its products and technical support to South Africa.

The Unysis deal is thus the first in which South African buyers have sought financial protection from the threat of sanctions. Mr Nic Frangos, Datakor chairman, said yesterday: "We are in an uncertain world. The trust account recognises the fact that the company is worth less if products and technical know-how cease to be available."

Unisys has agreed to provide Datakor with products and technical support for at least 10 years.

The US parent will receive an immediate R82m cash payment for its subsidiary, which has a R200m turnover. A further R50m will be placed in trust in Europe and paid to Unisys in 20 equal quarterly instalments, on condition the parent continues to supply the South African company.

Zia attracts the crowds at his funeral

By Christina Lamb in Islamabad

ONLY IN death could President Mohammad Zia ul-Haq of Pakistan bring onto the streets the large crowds his great political rival, Ms Benazir Bhutto, has attracted. Hundreds of thousands of people turned out to give him a hero's send-off at his funeral on Saturday.

The crowds thronging Islamabad on a sunny afternoon could easily have been mistaken for people celebrating a holiday. Local women were forced by convention to stay at home while men seemed to enjoy a day out in a country starved of entertainment.

The most moving moment came when, shortly after lunchtime prayers, the coffin was brought out from the presidential building. Zia's sons, closest associates and staffs surged forward weeping as they tried to touch the coffin, which was draped in the country's flag and strewn with roses and tinsel.

Despite growing conviction that the president was assassinated by plotters, and murmurs about a further attack, security was remarkably lax.

The president was buried on the lawn outside Pakistan's Faisal Mosque, which resembles a spaceship. As the coffin containing only his jaw (nothing else of him could be found) was lowered into the grave, a 21-gun salute sounded.

Zia's family were the first to lay wreaths, followed by the heads of the armed forces, then the numerous foreign dignitaries, led by President Ershad of Bangladesh. The foreign delegations had held up better in the sweltering heat than some army personnel who fainted and had to be carried off.

Sir Geoffrey Howe, British Foreign Secretary, and Mr George Shultz, US Secretary of State, talked with officials about Afghan policy. India, anxious to dispel rumours that it had instigated the attack, sent its largest ever delegation to Pakistan.

After all the spectacle of the funeral, a day later the burial site was deserted. It remains to be seen whether the legacies of the era which has been laid to rest with the president will be forsaken as quickly.

Pakistan leader emerges from the shadows

The new president is determined to abide by the constitution, David Housego writes

IF THERE were any illusions that Pakistan's new president would be content to remain in the shadows, they were rapidly dispelled by his handling of his first encounter with visiting foreign leaders and the world's press in Islamabad at the weekend.

Ghulam Ishaq Khan's message was that he would be his own master and that he was committed to putting civilian government back on the rails with elections in November. He even came close to saying that candidates would be allowed to run on party labels even though President Zia ul-Haq had ruled this out.

With his thick spectacles and balding dome, Ishaq Khan has the stern look of a judge. In practice, he has had more experience of government than probably any other man in Pakistan. A senior civil servant under President Ayub in the 1960s, he was first Secretary for Finance, then Defence, under Prime Minister Zulfiqar Ali Bhutto. He has also been head of the central bank, and most recently president of the Senate.

As in his statements since assuming power, he has always made clear that his first priority was to abide by the constitution. He is "a man who will rule by the book," says a former minister – a quality greeted with relief in a country that has too often seen its army and politicians disregard it.

In sharp contrast to President Zia's practice of having senior generals present at his press conferences, President Ishaq Khan spoke with only a handful of civilian advisers at his side.

He minimised the army's role in government, saying: "The armed forces have no role to play in a general election except to maintain law and order." Noticeably he did not use President Zia's phrase that the army's mission is to defend the "ideological frontiers" of the country.

Some of the country's senior army command fear free elections could unleash Pakistan's latent divisions, but the new president is emphasising that polls are necessary for stability. He tells the generals that

Ishaq Khan: his own master

at the very worst, the army still has the power to step in at a later date.

Before taking over as president he had the reputation of an experienced bureaucrat, dry and sparing with his words, who always inspired the confidence of his superiors.

A master of writing ministerial briefs, his survival through so many regimes was a reflection of his competence and his discretion. "No secrets ever escape his lips," said a former colleague.

His reputation as a loyal servant lay behind the belief that he would not know how to assert himself or hold his own against the army when in power.

But if this belief has now somewhat diminished, fears remain that he is not a man to provide fresh leadership. "His limitation is that he is a man without ideas," said another minister.

At the press conference, the President's answers to questions were brief and to the point – in contrast to the style of both President Zia and Mr Bhutto before him. He seized the occasion of the presence of the international press to project both himself and his views.

He distanced himself from President Zia's decision that candidates at the election would not be able to fight under a party label. "I do not know of any categorical statement by President Zia that the polls would be held on a non-party basis."

Implying that he would support party-based elections, the President said he will abide by the Supreme Court's ruling on the issue.

He sought to remove impressions in Pakistan that the government believed India was behind the explosion that caused President Zia's death.

He warmly thanked Mr Rajiv Gandhi, India's Prime Minister, for his gesture in cancelling his official birthday celebrations as a token of mourning for the former president.

He sought as well to allay speculation about his own political ambitions. Once elections to the national and provincial assemblies had taken place and a new electoral college established which could choose a president, a new presidential election would follow in 30 days.

As a former finance minister with close links to the International Monetary Fund and World Bank, the President is expected to follow conservative financial policies. He is also likely to be well received by the Pakistani business community.

Fuji to open its first overseas film plant

FUJI Photo Film, the top Japanese photographic film group, is setting up its first overseas film plant, in the Netherlands, Ian Rodger reports from Tokyo.

Fuji is investing Y10bn (£44m) at an existing factory at Tilbulk, to start film production there. Fuji said it was aiming to improve service to European customers and avoid trade friction.

The company has been stepping up its competition with the long-time world leader, Eastman Kodak of the US, in many markets.

Timor plea

European parliamentarians urged Indonesia to withdraw its troops from East Timor and called for an international committee to find a political solution for the disputed former Portuguese colony, John Murray Brown writes from Jakarta. The call came in a draft report after a visit to the territory last week by four MEPs.

GENERAL STRIKE CALLED FOR TODAY

Uneasy calm grips Rangoon

By Richard Gourlay in Bangkok

AN uneasy, rumour-filled calm gripped Rangoon ahead of a general strike proposed for today in protest at the Burma Socialist Programme Party's appointment of U Maung Maung as the country's new leader, Rangoon-based diplomats said yesterday.

Thousands of monks and students gathered peacefully outside the Rangoon general hospital calling for an end to 26 years of one-party socialist rule, but army trucks and armoured cars maintained a presence on the streets.

Diplomats said there was no way of telling whether the strike call would lead to the kind of mass nationwide protest which on August 8 triggered four days of brutal army suppression and finally the resignation of President U Sein Lwin.

Burmese exiles said the students retain the support of Burma's middle classes, and in particular the respected doctors' and lawyers' associations. They said the disarray in Party ranks gave the country a "once in a generation" opportunity to change the political system.

U Maung Maung, a highly qualified lawyer and former Attorney-General, was chosen by the Party last Friday as the country's first civilian Party chairman and President.

He is widely viewed as a long-time ally of U Ne Win – Burma's leader since a coup in 1962 until he resigned last month – whose autocratic control of the Party and the army has not allowed any independence of thought.

The feeling among diplomats and Burmese in Rangoon is that if anyone can put the lid back on weeks of civilian rebellion, U Maung Maung is the man, as he is well educated and has a more pacific nature than either U Ne Win or Sein Lwin.

However, people appear to be demanding the removal of the one-party system and what is seen as U Ne Win's invisible hand behind the scenes, and may not be content with another Party appointment.

Last week, the Party was stressing the economic proposals it plans to implement which include plans to allow foreign joint ventures with State, co-operative and private companies in certain fields.

More immediately, the release of some government-controlled rice has eased the pressure on prices which added to public dissent earlier this month.

The small political concessions mentioned by the party last week appear to be of limited value. Promised elections of non-party members to the Pyithu Hlutaw (Parliament) will probably lead to few changes.

Equally, the Commission which U Maung Maung set up to report to parliament in October on the "people's desires and aspirations and attitudes towards the political and economic situation" was dismissed by one diplomat as "irrelevant".

'Thousands die' in Burundi massacres

REFUGEES fleeing tribal massacres in Burundi yesterday gave gruesome accounts of the slaughter and suggested thousands had been killed, Reuter reports from Butare, Rwanda.

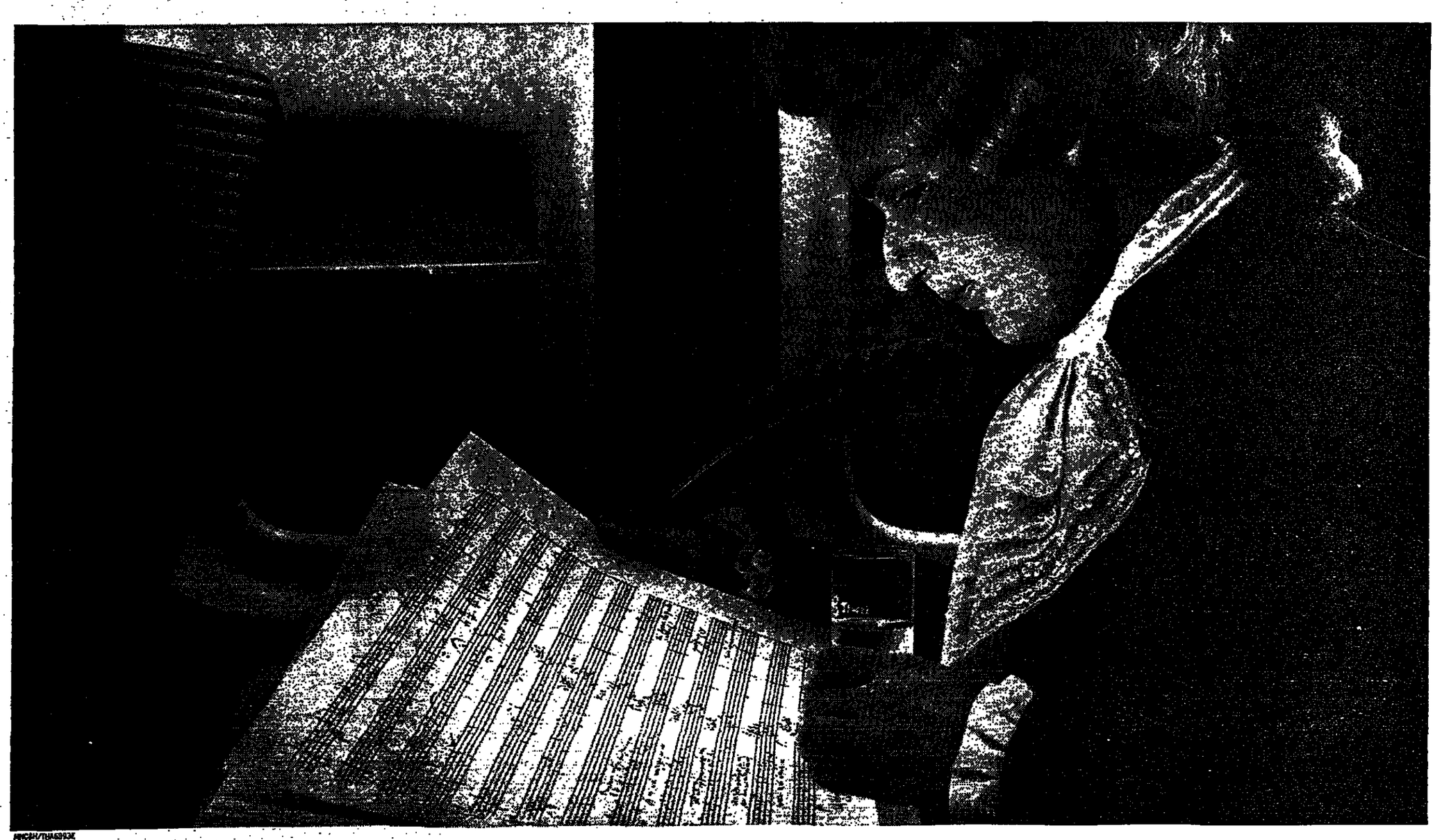
The United Nations High Commissioner for Refugees (UNHCR) said at least 30,000 people had fled across the border into Rwanda.

"Those who fled may be less numerous than those who died," one woman survivor said.

No one knows for certain how many died in the fighting between the politically-dominant Tutsi tribe, and their Hutu rivals who form 85 per cent of Burundi's 5m population but are effectively excluded from political power.

People on the border said they had lost count of the battered bodies floating down the Akanyaru River.

More shooting was heard in border towns during the night. Refugees, most of them Hutu, were still arriving at the rate of 5,000 a day.



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Sudanese giant suffers crisis of confidence

Regional tensions and a weak infrastructure are no basis on which to tackle an overnight disaster, writes **Julian Ozanne**

THE Government is fiddling as Sudan burns. This headline in a Sudanese newspaper last week summarised one view of the growing crisis of confidence in a government overwhelmed by disasters almost biblical in their scope and impact.

Floods and drought, locusts and war – as well as a crippling $12bn (£7bn) external debt, the modern African burden – have left the continent's largest state a debilitated and perhaps unmanageable giant.

It may be unfair to expect the hard-pressed authorities to switch overnight from dealing with drought to responding to catastrophic floods which have left more than 1.5m people homeless.

However, the failure of the Government of Mr Sadiq el Mahdi, the Prime Minister, to cope with the formidable problems inherited from the ousted military regime of President Jafaar Nimeiri, had already undermined confidence.

A fragile coalition of sectarian political parties, regional tensions, an acute shortage of skilled personnel and a weak infrastructure are no basis from which to tackle an overnight disaster, or the serious longer-term problems that the Government has to resolve – an economic crisis and a civil war.

For many of those involved in the relief operation, drawing both on the efforts of international agencies and government departments, the past two weeks have been gruelling as they have sought to cope with a calamity made worse by an inefficient response.

The donors share some of the blame. Consignments of fresh meat and vegetables rot overnight in the 90 F heat. Tents have been provided instead of scores of thousands of mud huts that have been washed away, but some are not waterproof, or are too small, while cheaper and lighter plastic sheeting could provide a quicker makeshift alternative.

Even so, the Government – or rather the army, which has effectively been in charge of relief efforts – has failed to co-ordinate the distribution of supplies arriving daily on dozens of relief flights from around the world.

"This Government is incapable of dealing with minor problems in times of normality, never mind a crisis of this magnitude," said one foreign aid worker.

Some of the aid mysteriously appears on the black market or does not reach some of those most in need – the 500,000 or more refugees from the war in southern Sudan, who have been living in shanty settlements around Khartoum. The allegation, denied by Government, is that northerners have precedence over these displaced southerners.

Meanwhile, the already weak infrastructure – in a country of about 1m square miles, there are about 1,000 miles of tarred road - has been hit by the floods. The railways are now unable to supply the capital with reliable supplies of food, or with fuel to run the power stations.

Power cuts were already frequent, with a devastating impact on industry, and telephones were unreliable. The downpour made things markedly worse.

The present mood, in which shock is giving way to despair or resignation, is a far cry from the near-euphoria that marked the overthrow of President Nimeiri in April 1985.

His greatest achievement had been to end in 1972 a 17-year war waged by guerrillas of the Southern Sudan Liberation Movement, seeking independence of the south. Under what was termed the Addis Ababa agreement, the south was given its own regional government and parliament.

A Sudanese doctor checks a young child in a refugee camp near Khartoum on Saturday

Yet it was Mr Nimieri himself who undermined it, introducing in 1983 a strict form of Islamic *sharia* law, which provided for amputation of offenders' limbs, while eroding the special status of the non-Islamic south. The resurgence of the civil war, this time led by Mr John Garang's Sudan People's Liberation Army, was inevitable.

The Nimeiri economic legacy was also disastrous. An unserviceable external debt had been run up by borrowing abroad to finance ill-planned, grandiose state projects.

As the war was intensified, so ended hopes for two projects in the south that would be vital to an economic revival – exploitation of oil finds, and the completion of the Jonglei canal, designed to tap the waters of the Nile for irrigation and thus help fulfil the country's agricultural potential.

Although some of the euphoria had abated when Mr Sadiq el Mahdi's Umma party won the election held a year later, there were still hopes that the Oxford-educated prime minister might end the war that was crippling Sudan.

Sudanese democracy had its own problems, however. Political allegiance in the country fails to transcend religious and tribal loyalty. No single party has a truly national base to gain a strong working majority.

The Umma party, led by the Mahdi family and based on the Ansar religious sect, won just less than a third of the 301 seats in the National Assembly. The Democratic Unionist Party (DUP), led by the Mirghani family and drawing its support from the Khatmiya sect, won only 63 seats. The only other significant party, the National Islamic Front (NIF), won 51 seats – a clear indicator of the strength of Moslem fundamentalism in Sudan.

A shaky coalition, formed by Umma, the DUP and a handful of MPs from the south, was undermined by continual cabinet splits, personality conflicts and inter-party squabbling.

The coalition had to be reformed in May and the NIF brought in to share power - much to the chagrin of many Umma MPs from western Sudan. The leader of the NIF, Dr Hassan Abdulah el Turabi, was given the important cabinet post of attorney-general, with the remit to draft a new version of *sharia* law.

Yet if *sharia* were introduced making peace with the south would evaporate, for the secularisation of Sudan is one of the conditions set by the southern rebels for peace talks.

The war, now in its fifth year, has split the country in two, sending 500,000 refugees to the comparative safety of Khartoum and another 300,000 across the border into Ethiopia. Meanwhile, the government's conduct of the war has come under increasing criticism from western donors, some of whom accuse the army and government-backed tribal militias of brutality in their treatment of civilians.

The weakness of the political structure is mirrored in the civil service. Ministries are ill-equipped and lack efficient and well-trained personnel. Many of the most qualified Sudanese have emigrated to Kuwait and Saudi Arabia – almost 500,000 engineers, doctors, agriculturalists and teachers – in search of better pay and conditions.

On the private economic front, the picture is no more encouraging. Businessmen complain about the lack of spare parts and soaring inflation, contract negotiations with the cumbersome government machine are slow and arduous, and corruption is widespread.

No one believes that an economic recovery can take place without substantial outside assistance, including debt relief on highly concessionary terms.

Yet this would be conditional on an agreement with the International Monetary Fund. This seems out of reach, if only because no government in Sudan's current plight could meet the IMF's terms – budget controls, cuts in subsidies, a substantial devaluation – without provoking the wrath of the country's hard-pressed 21m people.

"The government may be in the unenviable position that to reform means political suicide, and not to reform means economic collapse," one Western diplomat put it.

The government has attempted to reach agreement, as recently as late-July, when a ministerial delegation visited Washington but the talks broke down. The fund's call for a devaluation and cuts in consumer subsidies proved the main obstacles.

It is a bleak picture: the war is costing an estimated $2m a day, aid flows are slackening, annual exports stagnant at $500m and imports running at $1.5bn, leaving a gap only partly filled by $500m-600m worth of remittances from Sudanese working abroad.

The combination of a weak and divided civilian adminstration with the need for efficient handling of the interlocking crises of war, religious tensions and economic decline, has led almost inevitably to rumours of an army takeover. This can never be ruled out – yet the military may choose to stay in the background, for sound reasons.

"At the moment, the army will not step in becaue the problems are so complicated," says Mr El Tigani Al Tayeb Ibrahim, Finance Minister. "They don't have the expertise to deal with them. Also, getting themselves into government while they are fighting a major war could risk destroying the already fragile fabric of the country."

Spanish air traffic controllers drop strike

By Tom Burns in Madrid

A SPANISH air traffic controllers' strike, scheduled to start next Saturday, was averted at the weekend by the Madrid Transport Ministry with a large cash handout, but the root problem that caused departures for Costa holidaymakers have still to be solved.

After an all-night negotiating session that ended early on Saturday morning, controllers at Barcelona Airport dropped their strike plans in return for a considerable salary rise that involved high season productivity bonuses and the elimination of glaring wage differentials.

What was not addressed during the talks, however, was the issue of holiday season air traffic congestion which in turn leads to flow control measures that cause departure backlogs. With Spain about to set a tourism record for the fourth year, air traffic to the Costas has increased by 30 per cent according to the controllers and by 10 per cent according to civil aviation authorities.

Under the flow control measures, which are recognised to be necessary to ensure air safety, controllers reduce the number of flights they can handle simultaneously on their screens. The consequent delays for flight clearances have a multiplying and a domino effect for they disrupt the very tight schedules under which airline companies operate during the peak season.

The Spanish controllers, led by the Barcelona militants, have consistently called for a big investment plan to remedy the shortcomings of equipment and of manpower but the weekend negotiations focused solely on wage claims.

According to the deal the lowest paid controllers will have an estimated Pta50,000 (£238) added to their monthly pay packets. The average salary of Spanish controllers is Pta160,000.

A big differential was caused by a so-called military bonus of as much as Pta40,000 a month which was earned by only 106 of Spain's 1,046 controllers. This was paid to controllers who had originally been hired by the Spanish Air Force.

There was a real fear that the package holiday business in Spain would have been irreparably damaged had the controllers carried out their scheduled strike. None the less, departure lounge delays appear inevitable, if not next week then next year, for the increase of air traffic to Spain is outstripping the capacity to control it.

More W Germans avoid military service

THE WEST German Defence Ministry has admitted that the number of young men opting out of military service increased by nearly 17 per cent in the first six months of 1988, David Goodhart reports from Bonn. And the problem for the military is likely to be exacerbated by last Friday's court decision to include work for the environmental pressure group Greenpeace as an acceptable form of community service.

The sharp rise – to 37,800 – in the number choosing community work as an alternative to military service during the first half of this year comes at an awkward time for the West German military services. They are already facing a shrinkage in manpower and resources as a result of demographic and financial pressure, despite persistent appeals from the US for Europe to take more responsibility for its own protection.

Last year about 70,000 draftees opted for community service and 220,000 for the military. Although the increase in non-military service this year is not welcomed by the Defence Ministry it is not a complete surprise as it is partly caused by a rush to begin the service period before it is lengthened next year.

Military service is to be increased from 15 to 18 months and non-military service from 18 to 24 months. Despite this, the army is expecting to shrink to 17,400 less than current complement by 1995.

European flight delays 'triple'

By William Dawkins in Brussels

THE NUMBER of European scheduled aircraft flights delayed because of congestion has more than tripled over the past two years, according to the Association of European Airlines.

One in three departures were being delayed because of congestion during June, up from one in 10 in the same month in 1986, says the association's latest six-monthly report.

It underscores the seriousness of the chaos which has hit Europe's creaking air traffic control system this summer and left thousands of charter as well as some scheduled passengers stranded.

The report calls "urgently" for more investment in national air traffic control systems and for a co-ordinated European approach to the problem.

"What has changed is the shortfall between the demand for air transport and the capacity of the existing infrastructure," said Mr Karl-Heinz Neumeister, the association's secretary-general.

"The average passenger on a scheduled flight will not be delayed to the extent that charter passengers have been, as it is a year-round operation which is carefully planned and co-ordinated with the necessary back-up aircraft to reduce the effects of delays. However, the situation is definitely getting worse."

The figures are even more alarming if other reasons for delays – apart from congestion – are included, such as bad weather and the knock-on effect of late incoming flights.

On that basis, just over 22 per cent of European departures were held up for 15 minutes or more in June, double the 11 per cent delayed two years earlier.

Normally, punctuality improves with the weather during the summer. But this year, the number of delays has doubled since January, "due to deficiencies in the infrastructure both at airports and en-route," says the report.

One reason for the chaos is that Europe has too many air traffic control centres with often conflicting equipment; 40 establishments against the 20 used to cover a much larger area of airspace in the US, an association official said.

The association is supporting efforts by the European Parliament to boost the co-ordinating activities of Eurocontrol, the 22-year-old Netherlands based organisation.

However, Britain and France are continuing to refuse to hand Eurocontrol any of the air traffic control duties now being carried out by their own officials.

SHIPPING REPORT

Market picks up sharply

By Kevin Brown, Transport Correspondent

BROKERS reported a significant increase in the level of business in both the tanker and dry cargo markets last week as business began to recover from the summer doldrums.

In the dry cargo sector, the improvement in demand led to an increase in rates in the main grain trades as the key Gulf of Mexico to Japan rate recovered to $20.50, and the Gulf/Continent rate rose from a nominal $9.40 at the end of last week to nearer $11.50.

Brokers said the ore and coal trades benefited less from the higher level of inquiries, although rates for timecharter trips and short employment began to move upwards.

In the tanker market, 14 very large crude carriers were reported fixed from the Middle East Gulf for both eastern and western destinations, but rates moved only marginally higher.

E.A. Gibson, the London brokers, said VLCC rates stood at Worldscale 42½ for Singapore, Worldscale 45 for the Red Sea, and Worldscale 40 for western destinations. Increases are expected, however, since only 10 vessels of 2.7m tons deadweight remain available for the current month.

WORLD ECONOMIC INDICATORS

RETAIL PRICES (1980=100)

	June '88	May '88	Apr.'88	June '87	% change over previous year
W. Germany	122.6	122.4	122.2	121.3	+1.1
France	171.6	171.1	170.7	167.2	+2.6
Italy	220.8	220.1	219.4	210.5	+4.9
Netherlands	123.3	123.4	123.3	122.2	+0.9
Belgium	146.1	145.9	145.7	144.6	+1.1
United Kingdom	159.5	158.9	158.3	152.4	+4.6
USA	143.3	142.6	142.1	137.8	+4.0
Japan	115.9	116.1	116.0	115.7	+0.2

Source: (except US) Eurostat

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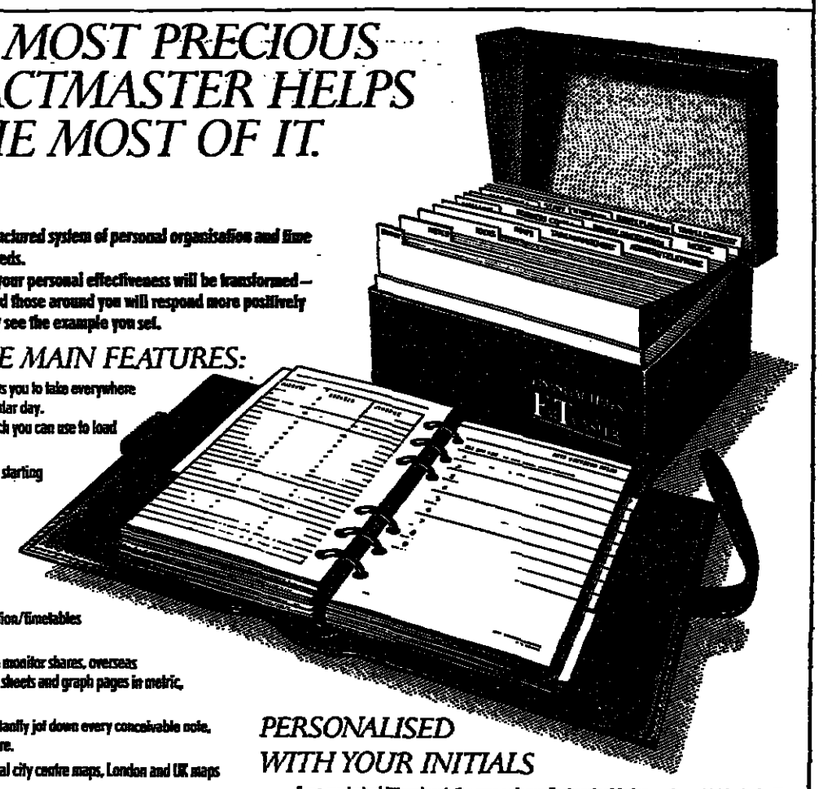

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Aggregate interest charging balances of Mortgages redeemed during the previous Interest Period: £15,946,187.

Aggregate interest charging balances of Mortgages redeemed as at 17th August, 1988: £15,946,187.

The aggregate principal amount of Notes outstanding as at 17th August, 1988: £200,000,000.

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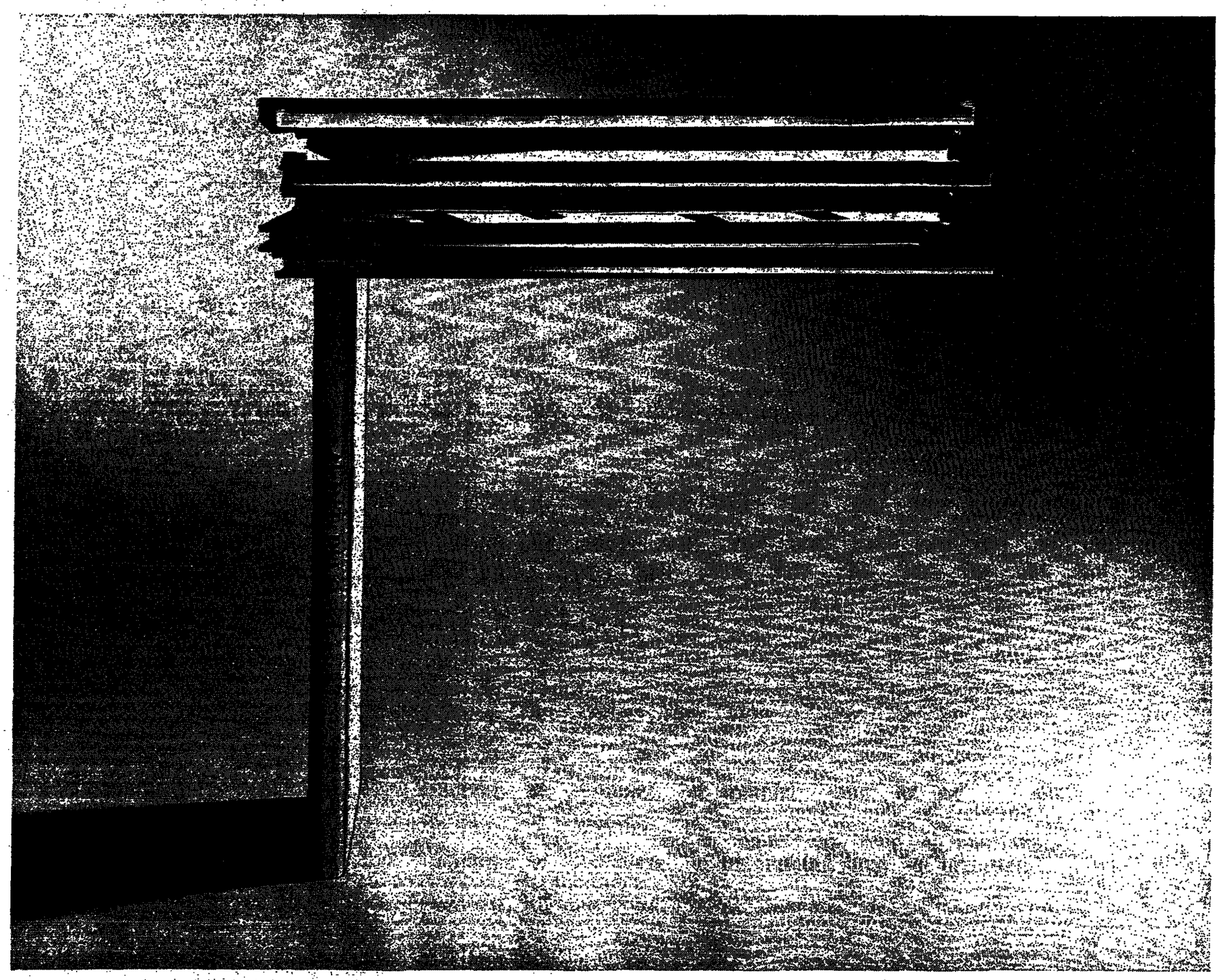

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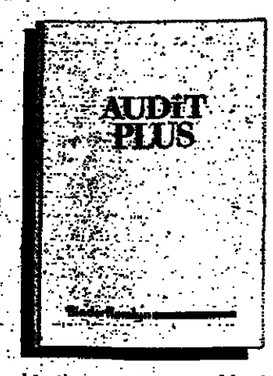

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SIEMENS

Information for Siemens shareholders

Business continues to expand

In the first nine months of the current financial year (1 October 1987 to 30 June 1988) Siemens recorded an encouraging growth in new orders and sales. While this business expansion was initially restricted to international operations, new orders from the German market have also expanded in recent months. The performance varied from sector to sector. Net income after taxes was 2% higher than in the same period last year.

New orders

Siemens, comprising Siemens AG and its consolidated domestic and international companies, booked £13,017m in new orders during the first nine months. This is 7% more than the previous year's figure. Domestic orders, up 1%, were slightly higher for the first time this year. International orders continued to expand, showing 12% growth. In the third quarter, major contracts were won by the Telecommunication Networks and Security Systems Group (telecom equipment for Indonesia, Pakistan and Paraguay) and the KWU Group (gas and steam turbines for Finland, Indonesia, the Philippines and Hungary).

in £m	1/10/86 to 30/6/87	1/10/87 to 30/6/88	Change
New orders	12,139	13,017	[illegible]
Domestic business	5,524	5,597	+ 1%
International business	6,615	7,420	+12%

Sales

Siemens total worldwide sales at £12,763m, increased 7%, equalling the growth in new orders. Domestic and international sales showed similar high rates of growth. The strongest sales were recorded by the KWU, Telecommunication Networks and Security Systems, and Electrical Installations and Automotive Systems Groups.

in £m	1/10/86 to 30/6/87	1/10/87 to 30/6/88	Change
Sales	11,944	12,763	[illegible]
Domestic business	5,917	6,381	+ 8%
International business	6,027	6,382	+ 6%

Orders in hand

At £16,613m, orders in hand almost attained the level achieved at the start of the financial year.

in £m	30/9/87	30/6/88	Change
Orders in hand	16,727	16,613	[illegible]
Inventories	7,486	7,878	[illegible]

Employees

At the end of June 1988, the company employed 356,000 people worldwide (excluding trainees and student workers). Compared with 30 September last year, there was a marginal 1% decrease in the workforce in Germany, but the number of employees abroad was virtually unchanged. Employment costs increased by 3%.

in thousands	30/9/87	30/6/88	Change
Employees	359	356	[illegible]
Domestic operations	229	226	– 1%
International operations	130	130	0%

	1/10/86 to 30/6/87	1/10/87 to 30/6/88	Change
Average number of employees in thousands	361	359	[illegible]
Employment costs in £m	[illegible]	[illegible]	[illegible]

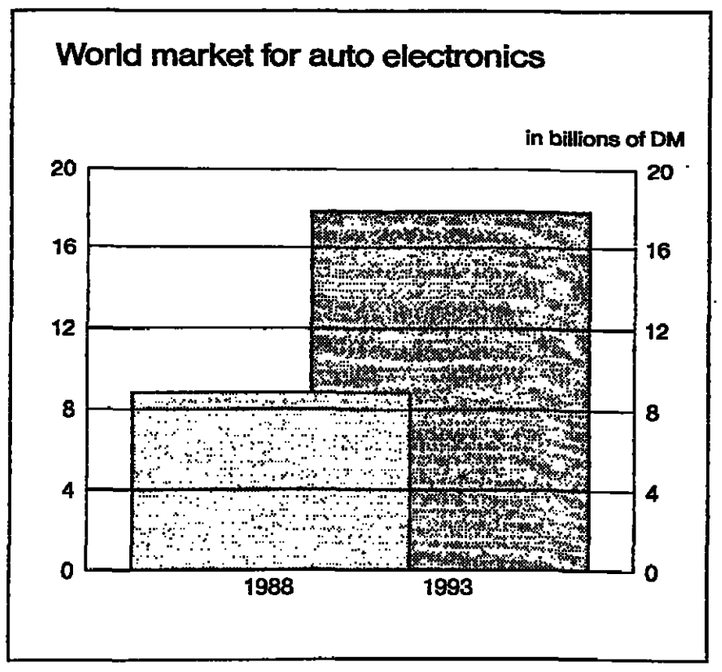
Capital spending and net income

Capital expenditure and investment in the first nine months totalled £867m. This 29% drop was due to lower spending on acquisitions abroad and the accounting method used. By the end of the financial year, capital spending should return to approximately the previous year's level (£1,700m).

Net income after taxes rose 2% to £311m, due to a third quarter which more than compensated for the modest first half.

in £m	1/10/86 to 30/6/87	1/10/87 to 30/6/88	Change
Capital expenditure and investment	1,220	867	[illegible]
Net income after taxes	[illegible]	[illegible]	[illegible]
in % of sales	2.6	2.4	

All amounts translated at Frankfurt middle rate on 30/6/1988: £1 = DM 3.112.



Auto electronics – a growth market

Electronics is transforming the motor car. Industry analysts estimate that today's DM 9,000m world market for automobile electronics will at least double within the next five years. Siemens already offers around 300 electronic products and systems that make driving more economical, safer and more enjoyable. Sales of the Automotive Systems Division will expand by over 20% to around DM 800m in the current year. With the recently announced acquisition of a majority holding in the Bendix Electronics group of the U.S., business volume will almost double next year. This opens up further opportunities for Siemens to share in this expanding world market.

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TUC leaders to advise expulsion of electricians

By Philip Bassett, Labour Editor

TRADES Union Congress leaders will recommend today that the EETPU electricians' union be fully expelled from the union federation at the body's annual Congress in two weeks.

Expulsion of the union for its refusal to accept TUC findings in two inter-union disputes is recommended in a confidential paper prepared by TUC officials for today's meeting of the TUC's 'inner cabinet', its finance and general purposes committee.

If the recommendation is approved today -as is likely- it will be endorsed by the full TUC General Council on Wednesday and the EETPU's expulsion will be backed by the TUC Congress to take immediate effect. The Congress opens two weeks today in Bournmouth on the south coast.

The TUC's private paper says today's committee should recommend "that the General Council, with considerable regret, consider that they have no option but to recommend to the Congress that they expel the EETPU."

The document says that this step comes "against the background of [the EETPU's] declaring itself to be unwilling to be bound now or by implication in the future by the same rules which govern all our affiliates."

The TUC says of the EETPU that by refusing to accept two findings of the TUC's Bridlington inter-union disputes committee "they must be deemed to have of their own volition divorced themselves from the TUC."

While union general secretaries indicated privately yesterday that this recommendation is likely to win wide support, some union leaders will try today to prevent the recommendation that the EETPU's current suspension from the TUC be hardened into full expulsion.

Mr Bill Jordan, president of the AEU engineering union, the EETPU's principal ally, said yesterday he would propose today that the electricians' suspension should be continued because it would give the TUC some control of the affair, and would leave open the option of a full solution.

Left wingers at today's committee will not accept Mr Jordan's suggestion. Some centrist committee members may favour the AEU proposal, but even they and most right wingers believe expulsion to be the only realistic option.

They feel that their delegations to the Congress would not back an extension of suspension, and that such a tactic would run a high risk of being rejected by delegates in favour of expulsion.

Some TUC leaders said they might have been prepared to take a different line today if there had been any indication from the EETPU that it was softening its position. However, the opposite had happened. The latest bitter exchange of letters between the TUC and the EETPU, published today, will underline that view.

TUC leaders intend to try as far as possible to limit what they see as the damage to unions which the EETPU's explusion will cause. They will limit discussion of the expulsion at the Congress to only two speakers and holding the event just before lunch on the first day of the Congress.

They believe this will forestall a televised walkout by the EETPU delegation by mixing it in with everyone rising for lunch.

Some union leaders are also working to persuade their delegations to remain silent when the electricians are expelled to try to defuse a charged atmosphere.

Ministry gives boost to marginal N.Sea fields

By Steven Butler

THE DEPARTMENT of Trade and Industry has broken ground by providing financial support for a project which could boost the development of marginal North Sea oilfields.

It has issued loan guarantees to Jebsens Drilling, the offshore drilling group, for the conversion of a semi-submersible drilling rig to a floating oil production facility. This removes a big obstacle to development of the Emerald field.

Government support was critical to the scheme which was otherwise considered marginal. It could set an important precedent for other small North Sea oilfields which might developed using similar schemes.

Jebsens, which has been in financial difficulties since the 1986 oil price collapse, plans to convert one of its idle rigs, the Ali Baba, to provide production facilities for the 43m-barrel Emerald field, operated by Sovereign Oil & Gas. The conversion will cost about £150m.

The Government has issued its guarantees under section 10 of the 1973 Industry Act, which has previously been applied only in the case of new shipbuilding.

The support is critical to Jebsens' survival. The group sought to go into liquidation last year but could find no buyers for its drilling rigs.

The guarantees will allow a restructuring plan to proceed in which Midland and Scottish, a privately-owned offshore supply group, will inject £8m into the company in return for a 75 per cent controlling interest. Jebsens shares are at present suspended from trading on the unlisted securities market.

Jebsens plans to shift from being principally a drilling contractor to become Britain's first oil production contractor. Its two other idle rigs may later be converted if the Emerald project succeeds.

A provisional contract to convert the Ali Baba is expected to be announced soon, with Scottish-based groups Davy Offshore and Highlands Fabricators competing for the work.

The project would also require approval from the Department of Energy. This had been considered a formality, dependent on a finance package falling into place.

The department is not expected to to issue a decision until the technical inquiry into the causes of the Piper Alpha disaster has concluded. The inquiry is expected to issue a report late next month.

Approval of the financial guarantees is good news for Sovereign Oil & Gas, which has pre-sold oil from the Emerald field to Neste, the Finnish state oil company, at a minimum agreed price, with the two sharing benefits of any price rise.

Government training plan likely to split Congress

THE Government's £1.5bn Employment Training scheme for the long-term adult unemployed, due to be launched next week, seems certain to divide unions at the forthcoming Congress, writes Our Labour Editor.

Union leaders are likely to meet next week to seek a resolution of the differences expressed in two policy motions and as many as nine amendments on the issue.

TUC leaders will seek to weld the range of views into a common approach which will combine criticism of the scheme with the TUC's conditional support for it.

The structure of the TUC General Council itself also looks likely to be contentious. Three unions are separately seeking to amend a motion which would reduce the number of council seats available to small unions. Right-wingers believe this would lead to a resurgance of the power of the left.

The expected expulsion of the 330,000-strong EETPU would alone wipe out the 256,000 majority by which the present, size-based structure of the General Council was agreed in 1982.

Many employers still fail to comprehend new 16-plus exam

By David Thomas, Education Correspondent

EMPLOYERS still have a patchy understanding of the General Certificate of Secondary Education examination, the national exam for those aged 16 and older which was introduced this summer.

The Department of Education and Science will try to improve employers' understanding of the exam with a newspaper advertising campaign.

English and Welsh students who sat the exams this summer will learn their results on Thursday.

The GCSE replaced the previous O level and CSE exams with a single qualification for pupils of all abilities. The old system streamed students of higher ability into taking O levels in a range of subjects while other students were guided towards CSEs. A top CSE grade was regarded as equivalent to a pass at O level.

The GCSE also differs from the prevous system in balancing the assessment of pupils between continuous assessment of course work and a final exam.

Many employers have welcomed the greater emphasis on practical skills in the GCSE, but a good number do not understand the new qualification. A recent Institute of Directors survey found that although 198 out of 215 directors had heard of the exam, only 35 (16 per cent) claimed to understand it.

Larger employers express most confidence in their grasp of GCSE. Mr Owen Thomas, personnel director at J Sainsbury, the supermarket chain, said the group's head office was fully aware of how GCSE differed from O levels and was briefing its branches. Mr John Nicholls, British Telecom's personnel manager in Severnside, southern England, said that as a large local employer he had been bombarded with leaflets on the GCSE.

There is, however, unease even among some large companies about the amount of information received. Mr Mike Harrison, personnel director of Willis Faber, the insurance broker, said companies had not been particularly well briefed. Mr Stuart Carter, a personnel executive with Plessey, the electronics group, agreed: "I think it's fair to say we've probably had to seek information out, rather than wait for it to come onto our table."

Small businesses profess most ignorance of the new exam. Mr Barry Stock, managing director of a paint and ink intermediaries business in Essex, said he knew nothing about GCSE. Ms Pauline Yeardley, who runs a secretarial agency in Lincoln, said: "I've read about it broadly, but I have not received anything from any department helping employers with comparisons with previous exams."

Despite its attempt to reach small businesses, the Government ignored leading small business organisations. Mr Stan Mendham, chief executive of the Forum of Private Business, representing more than 11,000 small employers, said his organisation had received no information about the exam.

Mr Mendham believes most of his members know nothing about it and he blames this on the Department of Education and Science's ignorance of business. "What is a small business to them? They wouldn't know a small business if it passed them in the street."

The National Federation of the Self-Employed, which speaks for more than 50,000 businesses, said the department ignored it until the federation itself asked for leaflets. Similarly, the DES contacted the Institute of Directors about publicising the GCSE only after the institute published its survey.

The DES, accepted that it had not been exhaustive in reaching employers' organisations, but rejected suggestions of sluggishness. Mr Kenneth Baker, Education Secretary, said: "We have made a tremendous effort to tell employers about the GCSE and to explain the new grading structure."

The department last year organised eight regional conferences, reaching 2,000 large and medium-sized companies. It distributed more than 6,000 videos, 14,000 employer information packs and 700,000 small business leaflets. Examining boards, which set the curriculae and examinations, have made similar efforts to reach employers.

The employer organisations chosen by the DES to help distribute information appear to have few complaints. Both the Engineering Employers' Federation and the Association of British Chambers of Commerce praised the department's work in helping them to distribute information.

Mr Alasdair MacLaughlin, Confederation of British Industry director in Northern Ireland, which received its GCSE results last week, echoed these comments, though he added that many employers were still puzzled by the exam. The CBI intends to watch employers' experiences closely in the next few months.

The real test of employer understanding arise after Thursday when school-leavers start approaching prospective employers with their GCSE certificates. For the record, GCSE has seven grades. Grades A-C are designed to have standards at least as high as O level grades A-C and CSE grade 1. GCSE grades D-G will be at least as high as CSE grades 2-5.

NORTHERN IRELAND AFTER THE BOMBING

IRA vows the killing campaign will continue

Kieran Cooke looks at the terrorist stategy which sees every British soldier as a legitimate target

"IT IS very difficult, if you are an IRA volunteer, to attack these people when they are in full armour or wearing flak jackets or in jeeps or on patrol with 50 of their mates – so the IRA ends up attacking them when they are out of uniform and then of course they're criticised for being cowardly ... it's all propaganda."

That is the view of Mr Danny Morrison, publicity director of Sinn Fein, the IRA's political wing.

To the IRA the soldiers killed in the bomb explosion in the early hours of Saturday morning represented an entirely legitimate target. All soldiers, in or out of uniform, are members of an "occupying force."

The IRA knows the British Army will never be defeated. But the formula for victory, according to latest IRA thinking, is a simple one: kill as many British troops as possible.

This will provoke a "troops out" movement on the British mainland which will then force the British government to withdraw its forces from Northern Ireland. The way will then be clear for eventual "national self-determination" in Ireland.

"The armed struggle provides a vital cutting edge," says Mr Gerry Adams, the head of Sinn Fein.

Mr Martin McGuinness, also of Sinn Fein, says: "Violence is the only language the British understand."

In recent weeks the IRA has put its new strategy into effect with devastating results. Servicemen have been murdered in the Netherlands, Belgium and in London. There have been other assassination attempts in West Germany and in Gibraltar.

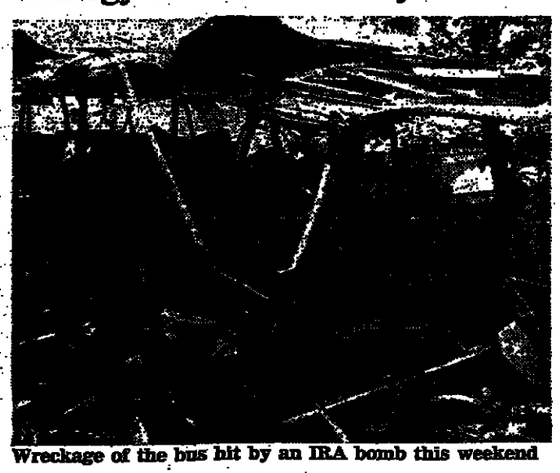
In Northern Ireland 21 soldiers have been killed so far this year. Of those, 16 were off duty at the time.

A short while ago many people were claiming the IRA had finally been defeated.

In the last 18 months the IRA has lost 18 "volunteers," many of them senior figures in the organisation. These included the three shot by the SAS in Gibraltar.

The organisation had caused several civilian deaths through botched operations. The security forces both north and south of the border had co-operated in an unprecedented search operation which unearthed large quantities of arms.

But the IRA has shown its capacity to reorganise and rejuvenate its deadly range of terrorist skills. Senior figures in the security forces have been warning for some time of the present offences.



Wreckage of the bus hit by an IRA bomb this weekend

Last May the SAS wiped out the entire command structure of the East Tyrone Brigade of the IRA, killing eight people as they tried to attack a rural police station.

Significantly it was the East Tyrone Brigade of the IRA which claimed responsibility for Saturday's sophisticated and devastating attack.

Just as the Army has changed its tactics over the years, so the IRA has altered its structure and strategy. In the early 1970s the Provisional IRA had about 2,000 active members. Today it has less than 100.

These members, organised on a tightly-knit cellular structure, are backed up by about 200 "auxiliaries" who store weapons and explosives to supply to "hit men" when needed.

Below this group are about 2,000 active sympathisers who have "safe houses" and act as tip-offs and general intelligence gatherers.

It was from this last group that word was probably passed down about the arrival of the soldiers on Saturday night and the route of their bus to the barracks at Omagh.

There is part of the IRA that is still amateur, whose members, particularly in rural areas, are engaged in ancient internecine tit-for-tat killings over land.

But the security forces are in no doubt that at the orgnaisation's core there is a highly developed, disciplined and skilled terrorist group.

The IRA has strong international connections, not only with Libya, the source of its present array of weaponry, but also with groups in West Germany, France, Holland and the ETA group in Spain.

Sir John Hermon, head of the RUC, says the IRA has learnt a whole array of techniques for dealing with the security forces.

"They are educated to a high degree in the workings of the legal system and use their knowledge to their advantage. They receive training in interrogation resistance with lectures and practical demonstrations being given to all so-called volunteers."

Sir John says the IRA is helped by a whole body of people who choose to turn a blind eye to what is happening. These might be neighbours or distant relatives fearful of being seen as guilty of betrayal in Northern Ireland's tightly knit society.

"By withholding information from the police ... whilst at the same time expecting protection is untenable and can only result in continuing death and destruction," says Sir John.

The IRA has always insisted it is fighting a war in Northern Ireland. The security forces, on the other hand, are supposed to abide by the civil rules. This means the IRA can snap and bite at the authorities' heels like a deranged terrier, and only be hurt if caught in the act.

Many politicians in Northern Ireland are now calling for more emergency powers to deal with the present situation. Only then, they say, will the terrier be silenced.

Troubles hone the army's skills but at a heavy cost in lives

By Kieran Cooke

ON AUGUST 14, 1969, a company of soldiers from the Prince of Wales' Own Regiment took up position in Londonderry. The fellowing day, 600 men from the Light Infantry entered West Belfast with fixed bayonets to act as a buffer between Protestant and Roman Catholic communities. They were the first British soldiers to arrive in Northern Ireland in the present phase of "the troubles."

Today, 19 years on, there are just over 10,000 regular army troops based in Northern Ireland, plus 6,500 locally recruited members of the Ulster Defence Regiment.

Saturday morning's massacre on the Omagh road brought the regular army death toll over the last 19 years to 410. In addition, 177 members of the UDR have been killed and 254 members of the Royal Ulster Constabulary. This year alone, 26 regular army soldiers have been killed, three more than the total for the previous five years.

Northern Ireland is the British Army's only operational area in the world. Perhaps contrary to popular conceptions, many army personnel, particularly officers, enjoy their time in the province.

For one thing, there is plenty of action. The army has developed techniques in Northern Ireland over the past 19 years which are the envy of the rest of the world.

They include night surveillance operations and computer checks on cars and other vehicles. In a 24-hour period, the army, together with the RUC, mounts up to 3,000 vehicle checkpoints, referred to in army language as VCPs, throughout Northern Ireland.

Driving over the border on Saturday, and going via Omagh to Belfast, I was stopped at four checkpoints. On one remote country road, soldiers with blackened faces and guns poised climbed out of a ditch to surround the car.

In a matter of seconds, by tapping a car number into a computer, the soldiers can have full details on car owners and their movements.

New equipment has been developed in response to the situation in Northern Ireland; the army has listening devices capable of interpreting conversations from vibrations picked up from a window-pane.

The skills of helicopter pilots operating in the province, flying at speed to avoid possible missile attacks, very low over undulating countryside, must be among the best in the world.

The army now has in Northern Ireland six resident battalions plus four battalions on four-month tours of duty.

The number of soldiers there has been much greater in the past. In 1972, when "Operation Motorman" was launched to clear Republican "no go" areas, there were 21,000 regular army troops in the province. Troop levels have been maintained for several years at approximately half the 1972 peak.

But though army numbers have declined, all the headaches of maintaining security for a large body of military personnel remain. The military are constantly told to be on the alert, to check underneath their cars for bombs, to beware when answering the door.

Some lapses are inevitable. The soldiers arriving at Belfast airport on Friday night with their military-style haircuts would have been easily identifiable. It is virtually impossible to maintain security for more than 10,000 men all the time.

The nature of army operations has changed from manpower to an emphasis on intelligence work and surveillance. The elite Special Air Services, the SAS, has come to play a more important, although highly secretive, role in the conduct of army operations in the province.

In the border area, where a new brigade HQ has recently been set up, small groups of highly trained soldiers "dig in," often for several days, in the corner of fields or in remote barns and derelict houses, observing local movements.

From 1969-77 the army was responsible for all security operations in Northern Ireland. In 1977, under a policy called "The Way Ahead," the principle of police primacy in security affairs was re-established, and officially at least, the army is now confined to supporting the RUC in maintaining law and order.

Although that policy has had the effect of re-establishing some degree of normality in Northern Ireland, it has in many ways complicated the security command structure.

The new General Officer Commanding (GOC) in Northern Ireland, Lt Gen Sir John Waters, is technically subservient to Sir John Hermon, the head of the RUC. Both sides say relations are very close: but occasionally there are hiccups. The RUC says it did not know the soldiers were being transported along the Omagh road on Saturday.

The Army operates mainly in what it describes as "Hard Green" areas, where the IRA is most active. They include West Belfast, parts of Londonderry, South Armagh and other border areas.

One immediate option that the British Prime Minister, Mrs Thatcher, now has is to increase troop levels in those areas. A force of more than 600 soldiers, called the Spearhead Battalion, is on standby.

Voice of experience flies in for talks on tackling terrorism

By Our Belfast Correspondent

MR KEN MAGINNIS, the Fermanagh-South Tyrone Ulster Unionist MP who flew to Downing Street on Saturday for an emergency meeting with Mrs Thatcher, is well qualified to talk about Northern Ireland's security crisis.

As a former major in the Ulster Defence Regiment, he has expert knowledge and has had practical experience of the difficulties associated with tackling terrorism in the exposed Ulster countryside.

Selective internment of terrorist suspects, a move discussed with the Prime Minister at their London meeting, is just one of a series of measures Mr Maginnis has advocated to help to combat the IRA.

Because of his military background, his views on the security situation command respect, and as the Ulster Unionist Party's security spokesman he has strongly criticised what he sees as the Government's failure to confront terrorism.

Alongside selective internment on both sides of the Irish border, Mr Maginnis would like to see more effective use of security force resources.

The rolling hills of Fermanagh and Tyrone provide a perfect setting for terrorist attacks and the maze of isolated country roads are so dangerous that helicopters provide the only safe transport.

Mr Maginnis has expressed concern about the level of man-hours devoted to helicopter patrols. He also has reservations about the effectiveness of troop deployment.

Throughout his UDR service, Mr Maginnis formed close friendships with many of the regiment's serving officers, and as the local MP he provides a perfect sounding-board for the views of troops on the ground.

He has also been a friend of many soldiers and civilians killed by the IRA and is in close contact with their families.

Mr Maginnis, aged 50, became MP for Fermanagh-South Tyrone in 1983, wresting the seat from Mr Owen Carron of Sinn Fein, who had won a by-election after the death in the Maze Prison in 1981 of the then MP, hunger striker Bobby Sands.

Ken Maginnis: "No alternative to justice"

Mr Maginnis left the UDR in 1981 after 11 years' service to contest the 1981 by-election, but was unsuccessful.

Since his election two years later he has kept a meticulous record of the murder campaign in his constituency, and says the fact that no one has been brought to justice for 92 per cent – 160 out of 174 – of IRA killings supports the need for alternative measures.

Mr Maginnis asserts that the Royal Ulster Constabulary is aware of the identities of those conducting the IRA campaign and that their selective detention would help security forces to regain the initiative.

He discounts the view of nationalist politicians that selective internment would be a propaganda coup for the IRA and boost terrorist recruitment. "I don't seek selective internment as an alternative to justice. I see it as an alternative to the unimpeded march of the IRA through the lives of people in this community," Mr Maginnis said.

"I do not believe it would mark the beginning of a recruitment drive for terrorists if the community really cares about the hundreds of people being killed by them.

The carnage of Ballygawley overshadowed a terrorist attempt on his own life less than 24 hours earlier.

A parcel bomb sent to his home was defused by army experts after he became suspicious about the package.

UK NEWS

Restriction of electronics reports worries industry

By Hugo Dixon

THE ELECTRONICS industry is concerned at the Government's failure to publish two reports on the future of the UK's telecommunications infrastructure.

Both reports examine what government policy should be towards the creation of an advanced telecommunications network, allowing for services, such as high-definition television, video conferencing, and home shopping, to be available to every home and business in the country.

Government policy will not only help to determine the speed with which these services are introduced. It is also seen as having important effects on the future competitiveness of the electronics industry and on job creation.

People in the industry say that failure to publish the reports will exclude an open debate on the issues and might leave the industry rudderless.

One report is from a committee headed by Mr Alastair Macdonald, the Department of Trade and Industry official responsible for electronics policy. The other report – which provided the Macdonald committee with detailed facts on which to base its conclusions – is from PA, the specialist consultancy group.

Both reports were finished before Easter, but a DTI official, said last Friday that neither was likely to be published, although their conclusions might be made available later.

There was nothing sinister about that, he said, as there had never been a commitment to publish. However, one member of the Macdonald committee said the original understanding was that the PA report would be published.

The whole subject was "extremely important," said Mr Peter Sachs, director of the Electrical Engineering Association, the industry body. "Companies do not know how to develop their systems until they know how the Government thinks the national system should develop."

Mr Geoff Lomer, technical director of the electronics group Racal, said failure to publish was delaying planning.

The reports looked at three options for building an advanced fibre-optic network, capable of carrying much larger volumes of voice, video, and data traffic than the existing copper telephone cables.

- The "national grid" approach. Under this, the Government would aim to have fibre-optic cables extended to every home as quickly as possible. To achieve that, it might have to use subsidies, tax incentives, and regulation.
- Rapid deregulation. The most important change would be to allow British Telecom to send television programmes over its network.
- A continuation of the present policy of competition tempered by regulation.

The PA consultancy is believed to have concluded that the national grid approach would have generated more than 100,000 extra jobs over the next 15 years, but that building the network would have cost about £20bn.

The Macdonald committee is believed to have ruled out a national grid approach on the ground that government should not direct industry. It was concerned that fibre optics might prove to be an inappropriate technology and billions of pounds might be wasted.

Yet the committee is thought to have opposed rapid deregulation.

Britain 'risks being left behind in single market'

By Simon Holberton, Economics Staff

BRITAIN runs the risk of being left behind in the race to secure European markets in the post-1992 single European market, according to CL-Alexanders Laing and Cruickshank, the securities house.

It says in its latest Economic and Monthly Review, published today, that there are good reasons to expect frenetic merger activity in the run-up to 1992 as companies seek to grow, increase market power, make efficiency gains or simply gain market entry.

To date, however, UK companies have been more interested in corporate acquisitions in the US than they have in European acquisitions.

In 1987, British investment abroad totalled £7bn, of which only £800m was directed at EC acquisitions.

Alexanders says: "The first half of this year has seen some increase in UK companies buying into Europe, mainly in service industries, but it is still the case that UK companies are more interested in US acquisitions. The ratio remains around 10:1."

It was the Nestlé and Suchard bids for Rowntree earlier this year that brought the issue into focus, the securities house says. It admits that there are difficulties for UK companies buying into Europe, especially in terms of "breaking into the interlocking patterns of share ownership" that exist.

However, "if the UK is not to end up as an aircraft carrier off the coast of Europe from which non-EC companies will launch themselves into the expanded market, UK companies would do well to look East as well as West in their search for partners."

Estate agent warns staff not to speculate

Financial Times Reporter

ALDER KING, one of the West Country's largest firms of estate agents, has warned 800 staff not to speculate in property.

Chief executive Grant Watson disclosed yesterday that two employees had been disciplined at one of the Bristol offices of Alder King, which is part of the Lloyds Bank subsidiary Black Horse Agencies.

They had bought a house on the company's books and converted it into flats for sale.

He said: "Solicitors for both parties knew the identities of the buyers, and what they did was not illegal.

"We cannot stop staff investing in property to provide for their future, but I want the highest ethical standards, and I am not prepared to have members of my staff dealing in this way."

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Nuclear power costs 'may be passed on to consumer'

By Max Wilkinson, Resources Editor

THE EXTRA costs of nuclear power are likely to be loaded on to domestic electricity consumers after privatisation unless the Government takes steps to protect them, an Oxford economist warns today.

Dr Dieter Helm says in the journal of the Institute for Fiscal Studies, the independent think tank, that most commentators agree that nuclear electricity will cost more than power from other sources – at least for some time.

After privatisation, therefore, the industry would be unlikely to continue developing the nuclear option if it were able to choose. However, to protect the nuclear industry for strategic economic reasons, the Government has said it will require the industry to sell a fixed proportion of electricity generated from non-fossil fuel sources.

Dr Helm says this is likely to be financed by a special charge or "tax" on electricity consumers, levied by the 12 distribution companies, which will be the privatised successors to the present area boards.

However, the Government has also signalled that it intends to promote as much competition as possible in the industrial market, by allowing larger companies to sign electricity supply contracts direct with generating companies if they wish. To protect their markets, the area distribution companies therefore try to reduce prices to industrial consumers by loading fixed charges, including the nuclear levy, on to the captive domestic markets.

The regulator the Government intends to appoint to oversee the industry may try to prevent such a shifting of costs. That is because one of the purposes of the nuclear levy will be to ensure the viability of the larger of the two generating companies to be established. This company ("Big G") will inherit 70 per cent of the Central Electricity Generating Board's power stations, including all its nuclear capability.

Dr Helm says: "The imposition of a purchase requirement on area boards will probably not be enough to guarantee Big G's return on capital employed."

Coal-fired stations operated by the smaller competitor ("Little G") or independent companies might erode the industrial market for higher-priced nuclear power.

Dr Helm believes Big G would not commit itself to the expenses of a nuclear programme unless it had enough monopoly power to engage in predatory pricing to keep competitors out of the market.

"Big G will need to be insulated from 'unfair' competition, created by its cost handicap from the nuclear obligation."

That will make the job of the regulatory body particularly difficult when determining conditions for the entry of competitors into the generating market, he says.

The issue is at the centre of a debate in Whitehall about how regulations for the privatised industry should be drafted. The other big question is the extent to which area boards should be allowed to pass on to customers all the costs of fuel used in power stations.

Many commentators, including Dr Helm, believe the formula that regulates electricity prices should not allow the full pass-through of fuel costs. However, devising a compromise, to allow electricity companies to pass on only costs which they cannot avoid is proving difficult.

Dr Helm believes the regulator will need wide discretion to investigate the industry's costs at all stages. He says the regulator should be able to use information such as the running costs of each power plant, and the fuel contracts agreed by different electricity companies to estimate fair prices.

To ensure that the system is workable after privatisation, he says the regulator must be appointed as soon as possible, so that he will be able to monitor fuel contracts with British Coal and other suppliers which will be agreed before the industry is sold.

Regulating the electricity supply industry, by Dieter Helm. Fiscal Studies (August 1988 issue). Basil Blackwell, 108 Cowley Road, Oxford. £5.

Horizon cuts prices of its winter holidays

By David Churchill, Leisure Industries Correspondent

HORIZON HOLIDAYS, the travel operator sold last week by Bass to Thomson Travel for £75m, yesterday announced substantial price cuts on its winter holiday programme.

Horizon is offering thousands of its winter holidays at prices between £53 and £99 for one or two-week holidays to Mediterranean resorts such as Majorca, Malta, and the Algarve.

The move is aimed at boosting demand for winter holidays to the Mediterranean. This year's sales of winter holidays have been described as disappointing by some tour operators and travel agents.

The Horizon price cuts come only two months after it launched its main winter sun brochure. Buoyant demand last winter by consumers for winter sun caused the leading tour operators this year to increase the numbers of holidays on offer.

However, in spite of the budget tax cuts, many consumers have preferred to spend their extra disposable income on consumer durables rather than foreign holidays.

Demand for the main overseas package holiday market this summer is estimated at some 5 per cent below last year's record levels.

Horizon, which was bought by Bass for £92m in April of last year, has been trading at a loss since then. Bass decided last week that it could not make profits with Horizon's existing volume of sales at the low level of margins in the travel industry.

Earlier this month Horizon became the first travel company to start selling holidays for summer 1989 in the attempt to ensure that it kept pace with its rivals Thomson and Intasun, part of the International Leisure Group.

Thomson's acquisition of Horizon, however, might still be referred to the Monopolies and Mergers Commission. Mr Harry Goodman, chairman of ILG, met officials from the Office of Fair Trading on Friday to make the case for a referral on competition grounds.

The OFT is expected to make its decision whether to refer the Thomson-Horizon deal to the Commission early next month.

The important issues at stake are how great a share of the holiday business the combined group will have and what effect that will have on competition in the market.

Jaguar venture launches coupé

By John Griffiths

THE FIRST product of a joint-venture company set up by Jaguar Cars and the TWR Group, which develops and operates Jaguar's racing cars, is launched today in the form of a £38,500 special edition coupé, the Jaguar XJR-S.

JaguarSport, based in Kidlington, Oxfordshire, is capitalised initially at £5m and is owned equally by TWR and Jaguar. It was formed earlier this year with a brief to produce up to 3,000 units a year of more overtly sporting versions of Jaguar's standard model ranges.

However, according to Sir John Egan, chairman of Jaguar and of JaguarSport, the joint venture may also be used eventually for more ambitious engineering projects. Neither he nor JaguarSport's managing director, TWR chief executive Mr Tom Walkinshaw, would rule out the venture eventually producing ultra-high-performance cars separate from mainstream Jaguars.

However, Jaguar executives did take the opportunity of the XJR-S's launch to quash widespread rumours that Jaguar plans imminently to launch a "supercar" based on its world sports car championship-winning vehicles, with a 220mph top speed and £150,000-plus price tag.

Rivals Porsche and Ferrari have put similarly priced performance cars into production in volumes limited to a few hundred – and have already found them changing hands at vast premiums. One UK dealer is asking £400,000 for Porsche's version, the 959, although the car has left-hand drive.

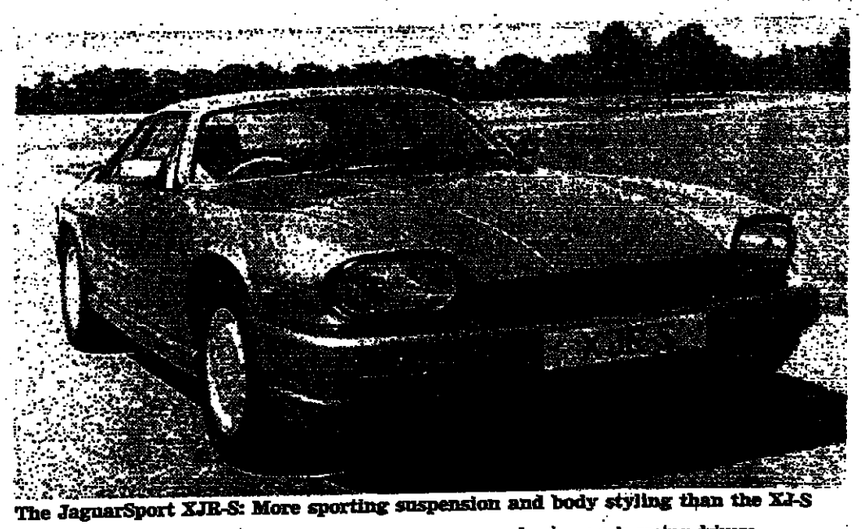
Jaguar acknowledged that it is working on such a car, but only as a concept model. "If we like it, we will put it on display," said Jaguar public affairs director Mr David Boole. "If public reaction were to be positive then we might produce it." If the company eventually decided to go ahead, it would probably be produced by JaguarSport.

The XJR-S coupé launched today is based on the V12-engined XJ-S coupé. Its power output is unchanged but it has more sporting suspension and body styling. The first 100 models will be specially painted and numbered to commemorate Jaguar's victory at Le Mans this year, and their buyers will spend a day at Silverstone being taught high-speed driving techniques with Jaguar's racing drivers.

In October, JaguarSport will launch a more sportingly styled version of the XJ6 saloon, and over the next 18 months more powerful engines will be introduced.

Sir John said it was expected that most JaguarSport sales would be to new customers rather than customers substituting Jaguar's mainstream models.

Altogether, 24 UK JaguarSport dealers are being appointed.



The JaguarSport XJR-S: More sporting suspension and body styling than the XJ-S

Ilea abolition effects 'will vary'

By David Thomas, Education Correspondent

THE FINANCIAL impact of the abolition of the Inner London Education Authority will vary greatly between boroughs, according to calculations published today by the Institute of Fiscal Studies.

At the two extremes, residents of Kensington and Chelsea could be £50 a year better off, while inhabitants of Tower Hamlets might be £34 a year worse off after Ilea is abolished in 1990, Mr Stephen Smith and Ms Sheila Watson of the institute conclude.

The other boroughs that will gain from Ilea abolition, according to the Institute of Fiscal Studies calculations, are Westminster, Camden, Lambeth and Islington, while the other losers are Hammersmith, Wandsworth, Hackney, Southwark, Lewisham and Greenwich.

The IFS has calculated the financial impact of Ilea abolition on the poll tax per adult, once the new tax replaces the rates. These calculations, which exclude Ilea's further education activities, assume that the boroughs maintain all Ilea's existing services and that central government's educational grants are distributed to the boroughs according to the existing formula.

FINANCIAL CONSEQUENCES OF ILEA ABOLITION

	Poll tax per adult (£)	Pupils per 100 adult residents
Kensington and Chelsea	-50	9
Westminster	-46	9
Camden	-28	10
Lambeth	-20	14
Islington	-4	13
Hamm'smith and Fulham	+1	12
Wandsworth	+5	15
Hackney	+9	17
Southwark	+11	15
Lewisham	+24	16
Greenwich	+30	18
Twr Hamlets	+34	17

Source: IFS

The wide differences in the effects for the inner London boroughs that will take over Ilea's responsibilities are due mainly to the different number of pupils per adult resident to be educated by the London boroughs.

The number of pupils per 100 adult residents varies from nine (in the case of Kensington and Chelsea and Westminster) to 18 in Greenwich. Fewer children live in central London boroughs such as Westminster, and of those more are educated privately.

Moreover, some boroughs "export" large numbers of children to other boroughs for education, for which they do not pay the full cost under existing rules. Thus Kensington and Chelsea had a net outflow of 1,300 pupils in 1987, while Tower Hamlets had a net inflow of 5,000.

German UK car plant forecast

By John Griffiths

A WEST German "volume car manufacturer" may set up a production plant in the UK within the next five years, according to a study to be published this week by Birmingham-based brokers Albert E. Sharp.

The study's author, Ms Del Denison-Barrett, does not refer to the manufacturer by name. However, by definition it can only be the Volkswagen group. West Germany's other two volume car producers, Ford and General Motors-owned Opel, are multinationals already present in the UK.

With production of not much more than half a million units a year, Daimler-Benz and BMW are too small and too specialised to be classified as volume producers.

No comment on the report was available from Volkswagen last night.

Volkswagen, which also owns Audi and Spanish manufacturer Seat, had been widely seen as a potential bidder for the UK's Rover Group before it was taken over by British Aerospace.

The Sharp study, which sets out to analyse the implications for the UK motor components industry of change among vehicle manufacturers, forecasts that a West German-owned "transplant" could contribute to a large surge in UK car production which, it forecasts, will reach 2m units a year in 1992.

Such a level compares with 1.14m last year and Sharp's forecast of 1.2m this year, rising to 1.44m in 1989.

This very buoyant forecast comes within a few days of statistics showing a 51.6 per cent deterioration in the UK motor industry's balance of overseas trade in the first five months of this year, with car exports by value down slightly and car imports on the same basis up by almost a third.

The production forecast takes note of the higher-than-expected demand for new cars in the UK – a market of about 2.2m seems likely this year – and foresees a shift in production share away from Austin Rover, once by far the largest UK manufacturer.

The report envisages increasing output share coming from Peugeot, Nissan, Honda and possibly other Japanese car

Implicit in the forecast is that Honda will establish its own independent car manufacturing at its 360-acre site near Swindon, Wiltshire, instead of relying exclusively on joint ventures with its current partner, Austin Rover.

The Sharp report comes at a time when Ford is seeking to recover output lost during a two-week strike earlier this year and when Vauxhall, GM's UK car subsidiary, is bumping up against the limits of its car assembly capacity.

Peugeot-Talbot, which produced 46,000 cars in the UK last year, expects to produce 80,000 units this year

Its managing director, Mr Geoffrey Whelan, said at the weekend that the UK company expected to be a candidate for any further Peugeot group investments to expand European capacity.

● The price of Vauxhall cars goes up by an average of 2.5 per cent from today.

Bedford van prices are also going up by an average of 2.4 per cent but those of the Opel Manta car and the Bedford KB pick-up truck remain the same.

Benefits 'lag behind earnings'

By Joel Kibazo

GOVERNMENT failure to ensure that social security benefits keep pace with earnings has made Britain a more unequal society, according to a Child Poverty Action Group report published today.

The report shows that although benefits such as child benefit, retirement pensions, unemployment benefit and the new income support have increased in real terms since 1979, all benefits have fallen behind average take-home pay, which has increased by 27.5 per cent in real terms over the same period.

Ms Fran Bennett, director of the Child Poverty Action Group, said benefit levels had repeatedly been shown to be inadequate, especially for families with children. That inadequacy was compounded when claimants were left behind as earnings rose.

The report shows that:

● Child benefit is now worth 7 per cent less in real terms than in 1979.

● Pensions for married couples have increased by 4 per cent in real terms over the last 10 years but have fallen from 45.3 per cent of average male net earnings to 36.4 per cent.

● Unemployment benefit for a married couple has fallen from 37 per cent of average net earnings to 29.2 per cent, while the real value of the benefit has dropped by 4 per cent.

● While the old supplementary benefit increased in real terms, it fell drastically in relation to earnings. The new income support introduced in April 1988 for the same size family was only 37.3 per cent of average weekly earnings.

The Real Value of Social Security Benefits. CPAG, 4th floor, 1-5 Bath Street, London EC1V 9PY. 75p.

Brewers deny 'profiteering' on low-alcohol drinks

By Tom Lynch

BREWERS WERE today accused of "rampant profiteering" on low-alcohol drinks as the law allowing pubs in England and Wales to open all day came into force.

Mr Bryan Gould, the shadow trade and industry secretary, said that low-alcohol beers cost as much as ordinary beer even though no duty was paid on them. He predicted stronger demand for low-alcohol drinks under the new pub hours and demanded government action to stop "this rampant profiteering by the brewers who are quietly helping themselves to a substantial proportion of the price which would go to duty on a full-strength pint."

In a letter to Mr Tony Newton, Trade and Industry Minister, he said the pub price of non-alcoholic drinks was "a national disgrace."

The Brewers' Society rejected Mr Gould's complaint as "utterly false and misguided." It said that removing alcohol from the beers and stabilising them was a complex process.

A lot of investment had been made in plant and research, and it was unlikely that any brewer was making a profit at this early stage.

The new law allows pubs, clubs and hotel bars to open on weekdays from 11am to 11pm. Sunday lunchtime hours are extended by one hour.

The Brewers' Society predicted at least 25,000 new jobs and said pubs would win back trade from fast-food outlets. City pubs and those in tourist areas are expected to benefit most, but the National Licensed Victuallers' Association predicted that almost half the 67,000 pubs in England and Wales would stick to the old hours.

As publicans geared up for the change in the law, two opinion polls registered conflicting expectations on whether the longer drinking hours would result in more crime and alcohol abuse.

A Harris poll showed 54 per cent considering the change as "a bad thing."

However, a survey of pub landlords for Haig whisky found almost a third expected less drunkenness and nearly a fifth expecting less violence. However, only 49 per cent said they would take full advantage of the new hours.

In Scotland – where the law was changed in 1976 – 53 per cent of landlords reported less drunkenness and 23 per cent less violence.

Private hospital claims support

A CONTROVERSIAL £100m private hospital development planned for the unemployment black spot of Clydebank, Dunbartonshire, has the backing of the overwhelming majority of local people. That is the finding of a survey commissioned by the developer, Health Care International, a US company.

The local council is due to consider a detailed planning application. The project has been strongly opposed by health service unions. The developer claims that it would generate 4,000 jobs.

Regional savings lure bureaucrats

Paul Cheeseright on government plans to relocate the Civil Service

HIGH London accommodation costs and a policy of devolving financial control in the Civil Service are behind the latest government moves to relocate large sections of the bureaucracy to the British regions.

"Dramatic savings can be made," a Department of Employment official said yesterday, noting that, for his department, accommodation costs in Runcorn could be a quarter of those in the West End of London.

The Department of Employment has started consultations with its 2,000 London staff about moving nine tenths of them out to the regions. The move comes at a time when other departments are also considering their accommodation needs and when the Treasury is studying the merits of relocation.

If the Department of Employment plans were to be repeated throughout the Civil Service, that might lead to an exodus of more than 90,000 jobs to the regions. On the rough yardstick that each employee needs 150 sq ft of space, that would mean a requirement over several years for 13.5m sq ft of office space.

Efforts to meet this need might drive up office rents in the regions because such large amounts of space are simply not available. Development activity in the regional office market has been increasing but, by City of London standards, many of the buildings are quite small.

Regional office rents, although at a much lower level than the highest rents paid in central London, have been rising over the past 18 months as accommodation that has been surplus since the 1970s has been taken up, leaving a shortage of space in important regional centres.

In a recent survey of office rents throughout the country, Jones Lang Wootton, chartered surveyors, calculated that in the year to last March, the average rise was 21.4 per cent. Office rents rose by 18.8 per cent to £9.50 a sq ft in Manchester, by 23.1 per cent to £8 in Newcastle upon Tyne and by 8.3 per cent to £6.50 in Liverpool. In centres nearer London, rent rises have been increasing by up to 50 per cent.

Attempts to relocate would therefore take place in a rising market, while at the same time, accommodation costs in London might start to stabilise.

Rents in central London for new buildings are now between £35 a sq ft in districts such as Victoria, running up to near £70 in isolated cases across the City and West End.

However, the effect of the City building boom plus developments coming on stream in London Docklands and, over the medium term, in places such as Holborn and Kings Cross is likely to hold tenants' costs in check as the market swings in their favour.

A marked disparity will remain between London and regional costs, however. Individual government departments will be forced to take that into account now that they are beginning to assume greater control over their running costs.

Although attempts to relocate Civil Servants in the regions were made in the 1960s and 1970s – indeed the Department of Employment's Manpower Services Commission went to Sheffield in the 1970s – the present drive reflects the Government's intention of creating a leaner bureaucracy.

That has been manifest in a series of moves ranging from the Financial Management Initiative, aimed at making those who spend public money responsible for the way they spend it, to the recommendations of the Downing Street Efficiency Unit for spinning off executive functions of government into agencies.

Responsibility, in short, is being devolved. Although departments and agencies are as dependent on the Treasury as they ever were for the funds they receive, they have been given greater flexibility over the way in which they spend them.

In property terms, that makes departments and agencies more aware of the cost of their accommodation. In such circumstances it is natural that they should at least examine the regional alternative

Additional pressure for this has come from the way in which the Government has reorganised its property side. The Property Services Agency was responsible for the Government Estate. But last year the Government broke the link between individual departments and the PSA.

In the past the PSA simply took care of a department's accommodation needs – renting or building as was necessary. But departments are no longer obliged to look to the PSA. They can make, under the supervision of the Treasury, their own property decisions if they wish.

The Department of Employment sees itself as at the forefront of the regional move. It starts with the advantage of having considerable office space available in Bootle, Runcorn and Sheffield and of previous experience in decentralisation. But if history is any guide, civil servants will not jump with enthusiasm at the prospect of leaving the south-east.

GRANVILLE

SPONSORED SECURITIES

Capitalisation £000's	Company	Price	Change on week	Gross div (p)	Yield %	P/E
7954	Ass. Brit. Ind. Ord	236	+1	8.7	3.7	8.8
-	Ass. Brit. Ind. CULS	236	+2	10.0	4.2	-
925	Armitage and Rhodes	37	-1			
3312	BBB Design Group (USM)	40	+2	2.1	5.1	6.4
115149	Bardon Group	169	+1	2.7	1.6	28.9
19064	Bardon Group Conv. Pref	115	0	6.7	6.7	-
7868	Bray Technologies	136	0	5.2	3.8	10.2
	Bremhill Conv Pref	107	0	11.0	11.0	-
1091	CCL Group Ordinary	287	+3	12.3	4.3	4.3
2000	CCL Group 11% Conv Pref	160xd	+2	14.7	9.2	-
16740	Carbo Plc (SE)	150	0	6.1	4.1	9.2
770	Carbo 7.5% Pref (SE)	110xd	+1	10.3	9.4	-
5628	George Blair	305	+10	3.7	1.2	7.8
7568	Isis Group	95	0	-	-	-
12005	Jackson Group (SE)	114xd	+2	3.3	2.9	12.6
26902	Multihouse N.V. (AmstSE)	345	-2	-	-	-
1132	Robert Jenkins	111xd	+2	-	-	4.8
12675	Scruttons	415	-5	8.0	1.9	37.7
7202	Torday & Carlisle	233xus	0	7.7	3.3	7.7
3485	Trevian Holdings (USM)	81xd	-2	2.7	3.4	8.7
	Unistrut Europe Conv Pref	108	0	8.0	7.6	-
6137	W. S. Yeates	295	+3	16.2	5.5	7.9

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Notice to Lombard Depositors

The following interest rates will apply from 22nd August 1988

Rates for depositors entitled to receive gross interest | Rates for depositors entitled to receive net interest | Gross equivalent to a basic rate tax payer

14 DAYS NOTICE — Minimum initial deposit £5,000

When the balance is £5,000 and above

10·000% PA | 7·675% PA | 10·233% PA

When the balance is below £5,000

8·000% PA | 6·140% PA | 8·187% PA

Interest is credited quarterly

CHEQUE SAVINGS ACCOUNTS — Minimum initial deposit £1,000

When the balance is £5,000 and above

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When the balance is £1,000 up to £4,999

7·000% PA | 5·373% PA | 7·163% PA

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£150 million Subordinated Floating Rate Notes due 1996

In accordance with the provisions of the Notes, notice is hereby given that for the three month period from 18th August 1988 to 18th November 1988 the Notes will bear interest at the rate of 11.6625 per cent per annum.

Interest per £5,000 Note will amount to £146.58 and will be paid for value 18th November 1988 against surrender of Coupon No 10.

Standard Chartered Merchant Bank Limited
Agent Bank

The Molson Companies Limited
(Incorporated with limited liability under the laws of Canada)

U.S. $20,000,000 Floating Rate Notes
Issue date 21st May 1987
Maturity date 21st May 1992

For the three month interest period from 23rd August 1988 to 23rd November 1988 the rate of interest on the notes will be 8⅞% per annum. The interest payable on the relevant interest payment date will be U.S. $10,940.97 per U.S. $500,000 note.

Morgan Grenfell & Co. Limited
Reference Agent

Manufacturers Hanover Overseas Capital Corporation
U.S. $150,000,000
Guaranteed Floating Rate Subordinated Notes due August 1996

Notice is hereby given that the interest payable for the Interest Period 29th February, 1988 to 30th August, 1988 calculated up to and including the 20th August, 1988 will be $387.95 per $10,000 coupon and $1,939.77 per $50,000 coupon.

22nd August, 1988

Manufacturers Hanover Limited
Agent Bank
(A MEMBER OF THE SECURITIES ASSOCIATION)

Coloroll's acquisition strategy

Playing it by its own book

The UK home products group makes exacting demands on each purchase. Alice Rawsthorn reports

John Ashcroft is not a modest man. "There are," as the chairman of Coloroll is fond of saying, "no obstacles, only opportunities, in business." And Ashcroft is quite, quite convinced that Coloroll is better suited than any other company to make the most of them.

In the coming months Coloroll will need every ounce of his ebullience as it tackles the task of revitalising the Crowther group of carpet companies, acquired for £207m after a bruising bid battle two months ago.

Crowther is by far the biggest company that it has bought to date. And its acquisition turns Coloroll into the leading player in the complex, and increasingly competitive, carpet industry.

Coloroll hopes to revive Crowther with the same formula that has, in the past decade, transformed it from a modest wallpaper mill and carrier bag company in Lancashire into one of the largest home products groups in the UK.

This formula combines meticulous market analysis with imaginative marketing, rigorous financial controls and a corporate culture in which there are no executive loos or boardroom drinks cabinets, and every executive is, or aspires to be, what Ashcroft calls "an MBA-barrow boy".

It has turned Coloroll into the kind of company that people either love or loathe. To its devotees, Coloroll has breathed new life into the moribund world of manufacturing industry. To its detractors, Ashcroft *et al* are a cocky crew whose comeuppance is long overdue.

When Ashcroft, now 39, arrived at Coloroll in 1978 his first task was to reappraise its role within the wallcoverings market. He identified three critical changes – advances in technology, the emergence of the DIY giants in retailing and the fashion for "small cottage prints" *a la* Laura Ashley – which could enable the company to steal a competitive edge.

Ashcroft mapped out his conclusions in a report, dubbed the White Book, – a corporate plan for Coloroll's development over the next five years. It was accompanied by the Yellow Book, a detailed analysis of the marketplace. The company was reconstructed accordingly. Within three years it had ousted Crown, Ashcroft's old employer, as market leader.

He then began to toy with the idea of moving further into other areas of "home fashion" as he called it. Coloroll could, or so he hoped, become a broadly based group providing every possible product for the home.

Ashcroft was convinced that the same strategy that had worked so well in wallcoverings – of using the Yellow Book to find out what the market wanted and restructuring a company to provide it – could be applied to other products like ceramics or carpets.

After its flotation in 1985, Coloroll was one of the ambitious companies that made the most of the bull market by staging a series of acquisitions. It moved into ceramics with Biltons and Staffordshire Potteries; bedding with Fogarty; glassware with Crown House; and carpets, first with Wallbridge and then Crowther.

These new businesses all operate within the same sphere and are all directed towards the same consumer group. There the similarity ends. Coloroll embraces many different production processes. In ceramics alone there are people throwing pots by hand at Denby, while the Staffordshire Potteries production lines churn out a million mugs a week.

Ashcroft needed to find a way of ensuring that Coloroll could be run in a way that, however big and broadly based it became, he and his central team could maintain control. He also wanted to instill the same spirit that had transformed the original wallpaper mill. In 1986 he wrote the Blue Book.

The book enshrines Coloroll's corporate culture. It is crammed with Ashcroft's own maxims: "Every manager is a sales manager" and "Don't have too many intellectuals". The aim is to create a corporate rhetoric which will envelop executives within the "hothouse" of Coloroll.

Ashcroft sees management at Coloroll as "a way of life". His ideal executive, the "MBA-barrow boy", is young, slim, sharp-suited and able to hurl himself over an army assault course at management weekends.

There is no room for recalcitrants.

One of the first steps taken after a takeover is the "management presentation", at which the old managers pitch to keep their jobs. Acquisitions are almost always followed by a flurry of departures. At Fogarty 13 of the 14 senior executives left after a few days. Some managers go because they have to. Others leave of their own accord. Ashcroft is unabashed. "If they do not fit in, I would rather they went."

He insists that the workforce should "fit in" too. "There are no bosses at Coloroll," opines a management manual, "only teams of Coloroll people working towards a common aim."

As soon as the main board has finalised plans for a new company, the "Coloroll Roadshow" rolls up and Ashcroft extols the merits of working for the group. The Staffordshire Potteries workforce, and their families, heard him rattle off Coloroll's plans for their future in a circus tent.

Executive loos, and other remnants of the old regime, disappear as soon as Coloroll takes control. It then invests in shiny new facilities such as a £75,000 canteen for Fogarty.

Miles Aaron

John Ashcroft: tackling the task of revitalising Crowther's carpets

All Coloroll managers are adjured to walk "all round" the factory at least "twice a week" to talk to employees. "How are we doing?" boards, bearing details of weekly performance, are emblazoned in every workplace. A team briefing system, originally from Staffordshire Potteries, ensures that all employees are briefed every month.

The air of egalitarianism sits oddly with another adage: "Management democracy is everyone agreeing with what the leader wants." Yet Ashcroft insists that the circus tents and shiny canteens are – like the management maxims – essential in encouraging employees to become committed to Coloroll.

Coloroll's corporate culture is one way of instilling discipline, its financial controls are another. The group is split into divisions defined by product type: ceramics, glassware, etc.

The divisional heads present their business plans, together with an updated version of the Yellow Book, every year. Each operating unit within the divisions is a profit centre. Weekly profit figures are prepared on Friday afternoon to be discussed by the unit's management on Monday morning. Monthly accounts appear five days after the month end, in time for the main board meeting on the second Monday of every month.

All divisions must meet the targets of 10 per cent return on sales and 25 per cent return on capital. The group has set itself targets of 20 per cent growth in earnings per share, 10 per cent in dividend, with gearing hovering below 40 per cent.

The targets are imposed as much to discipline the managers – all of whom can boost their pay by up to 50 per cent with bonuses – as to reassure shareholders.

Similarly the "post-acquisition" programme – financial analysis, management presentation, Yellow Book analysis and trial budgeting, all within a month – is structured to ensure that new businesses are integrated as swiftly as possible.

Once the programme is completed, the "Roadshow" rolls up, and the Coloroll "sales machine" springs into action to sell the new products that the Yellow Book says the market wants.

The sales machine is not universally popular. Marks and Spencer, for example, found Coloroll rather too iconoclastic for its taste. When Coloroll took over Fogarty and Staffordshire Potteries it inherited sizeable M and S contracts. In spring last year M and S cancelled them all, worth £12m to Coloroll.

The main cause for concern was Coloroll's move into retailing. Two years ago it opened a London store – ostensibly as a showroom – and bought a site in Manchester. Ashcroft envisaged a "chintz belt" chain across the country.

Its retail customers were aghast at the prospect of one of their – most aggressive – suppliers becoming a competitor. Coloroll had no option but to withdraw. The Manchester site was sold, the London store closed, the "chintz belt" chain abandoned. Yet M and S has not relented.

Coloroll has also suffered from being over-ambitious. "Production," says the Blue Book, "is not a problem in the 1980s." Yet the new team at Edinburgh Crystal enthusiastically drummed up new business to clear surplus stocks, only to find that they had underestimated the original level of production and could not keep pace with demand.

But, by and large, the sales machine succeeds. Coloroll has benefited unashamedly from the deficiencies of its competitors. It is a testimony to their weakness that many of its tactics – telesales and delivery from stock – are regarded as innovatory.

Ashcroft can cite a string of successes. Denby has returned to profit, as has Edinburgh Crystal. Fogarty has seen sales rise by 50 per cent. The original wallpaper mill has maintained momentum after five years of leading an increasingly competitive market. Coloroll should boost pre-tax profits from £26m to £60m, and sales from £258m to £600m, this year. The same formula can surely, he says, breathe new life into Crowther's carpet companies.

Crowther may be larger, and more complex, than the other companies Coloroll has bought so far, but it has all the hallmarks of an archetypal acquisition. Coloroll has already sold the unwanted clothing companies – for £93m – and is now restructuring the carpet interests.

Crowther Carpets has a flourishing distribution business, but its manufacturing interests are burdened by poor profitability, excess capacity and a workforce demoralised by years of cuts and poor management. The Coloroll solution is to cut costs by closing the administration centre and to boost morale by dispatching management and sales teams to the factories. Distribution will be left to its own devices.

So far, says Ashcroft, the "post-acquisition programme" has progressed according to plan. The Coloroll sales machine must now overcome the capacity problem by boosting sales to the retail multiples with new designs and sharper prices.

A pessimist would warn that the carpet sector is hopelessly cyclical, prey to sudden surges of imports and dominated by draconian retailers. Yet Ashcroft is as optimistic as Pangloss. "Other people can carp about the problems," he says. "All we are interested in are the rewards. And they will be enormous."

If Coloroll can get to grips with Crowther, its next step will be overseas. It is already established in most of the major UK home fashion markets and will soon enter upholstered furniture and upholstery.

Ashcroft sees the contract market, using Crowther's contract activities as a base, as one source of growth. But the chief focus for the future will be the US.

So far Coloroll has been rather less successful overseas. It encountered difficulties in its early days in Australia. The initial progress of Wallmates, its first US business, was also unexpectedly slow. And last year it faced problems in integrating Wallmates with the newly acquired Wallco.All these problems are now resolved and Coloroll's assault on the US begins this autumn.

The coming months will be critical for Coloroll. First it must prove that the formula that has succeeded with small companies will work on a larger scale with Crowther; and then that the same formula can be replicated in other countries.

Ashcroft is unabashed. "There are lots of people just itching to see us fail. They say we are a bunch of arrogant young buggers who are riding for a fall. But they have been saying that for the last ten years."

All those in favour ...

MANAGERS and educators with doubts about the wisdom of creating a new set of British management qualifications now have a chance to make their voices heard.

The Council for Management Education and Development, the driving force behind the proposed qualifications, has begun sending out a consultative paper on the future of UK management development to organisations which have said they want to become founder members of the Management Charter Initiative.

The consultative paper is also being sent to business schools, other professional bodies and employers who have not yet put their names to the charter initiative.

Letters were sent last month to 500 organisations inviting them to join the initiative.

John Wybrew, executive director of one of CMED's working parties, says that around 50 organisations have so far said they want to become founder members of the initiative. He said that some organisations had said they would not join; others have yet to decide.

The consultative paper contains few surprises. It proposes a hierarchy of management qualifications, beginning with a certificate for junior managers. This would include an introduction to the principles and techniques of management and the language of business.

This would be followed by a diploma for middle managers, and a Masters programme for directors or senior managers. CMED has proposed that the title of Chartered Manager be given to those who complete the diploma, but the consultative paper says this is one of the areas open to discussion.

The paper appears to be less flexible over another controversial issue: that the British Institute of Management be the body responsible for administering qualifications. "In practice, the choice of a suitable body to implement these ideas is extremely limited," the paper says.

Organisations or individuals who wish to attend meetings to discuss the proposals in the consultative paper should contact Robin Aram on 01-257-3412. Written submissions should be sent before October 31 to Management Charter Initiative, Room 996, Shell Mex House, Strand, London WC2R ODX.

Michael Skapinker

Company Notices

FINA

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Société Anonyme
52 rue de l'Industrie - B-1040 Brussels
R.C. Brussels No 227.957

Messrs. Shareholders are hereby convened to attend the Extraordinary General Meeting of the Company which will be held in Brussels, at 52 rue de l'Industrie, on August 30, 1988 at 10a.m., with the following agenda:

1. Capital increase of BF3,406,789,000 by incorporation of reserves, to bring the capital of BF34,064,326,796 to BF 37,471,115,796. Issue of 1,829,639 new shares of no nominal value, which shall be of the same nature and, as of January 1, 1988, enjoy the same rights and benefits as the 18,296,397 existing shares, excepting the special rights and benefits reserved for the 125,000 AFV shares issued by the Extraordinary General Meeting of June 3, 1982. Allocation, at no charge and without issue of fractions, of new shares to shareholders, at the rate of one new share, coupon N° 3 and following attached, for every ten shares held, against remittance of ten coupons N° 2, detached from shares held. Given the balance outstanding on the number of existing shares divided by ten, one shareholder agrees to renounce his rights to allocation for seven shares in his possession.
2. Amendment of Article 5 of the Articles of Association, to reflect the new capital situation and its representation.
3. Powers to be conferred to the Board of Directors to implement resolutions passed and determine terms and conditions thereof, in particular relating to the price for exercising of warrants.

In order to attend the Extraordinary General Meeting, Messrs. Shareholders are requested to deposit their shares no later than Wednesday, August 24, 1988 at the following institutions:

United Kingdom:
Banque Belge Ltd., Bishopsgate 4, London EC2N 4AD.
Belgium:
all branch offices of Générale de Banque
all branch offices of Banque Bruxelles Lambert
all branch offices of Kredietbank
all branch offices of Banque Paribas Belgique.
France:
Crédit du Nord, 6-8 Boulevard Haussmann, 75009 Paris
Banque Nationale de Paris, 16 Boulevard des Italiens, 75009 Paris.
The Grand Duchy of Luxembourg:
Banque Générale du Luxembourg, 14 rue Aldringen and 27 avenue Monterey, Luxembourg
Banque Internationale à Luxembourg, 2 Boulevard Royal, Luxembourg.
The Netherlands:
Amsterdam-Rotterdam Bank, Foppingadreef 22, 1102 BS - Amsterdam
Algemene Bank Nederland, Amsterdam and Rotterdam Branches.
Germany:
Commerzbank, Neue Mainzer Strasse 32-36, 6000 Frankfurt
Deutsche Bank, Grosse Gallus Strasse 10-14, 6000 Frankfurt
Dresdner Bank, Jurgen-Ponto Platz 1, 6000 Frankfurt.
Italy:
Credito Italiano, Piazza Cordusio, Milano.
Switzerland:
Crédit Suisse, Paradeplatz 8, 8001 Zurich.
Swiss Bank Corporation, Aeschenvorstadt 1, 4002 Basle
Union Bank of Switzerland, Bahnhofstrasse 45, 8001 Zurich.

The Board of Directors

NOTICE OF PREPAYMENT

EDF

Electricité de France

US$ 300,000,000
Floating Rate Notes due 1997
Unconditionally guaranteed by
The Republic of France

In accordance with the Terms and Conditions of the Notes, notice is hereby given that EDF will prepay, at par, on the next Interest Payment Date, September 30, 1988, all the Notes remaining outstanding (i.e. US$ 150,000,000).

Payment of interest due on September 30, 1988 and reimbursement of principal will be made in accordance with the Terms and Conditions of the Notes.

Interest will cease to accrue on the Notes as from September 30, 1988.

Luxembourg, August 22, 1988

The Fiscal Agent
KREDIETBANK
S.A. LUXEMBOURGEOISE

Kommunlåneinstitutet Aktiebolag

UA 8,500,000 9 1/2 % Bonds 1980-1990

On August 8, 1988, Bonds for the amount of UA 850,000 have been drawn in the presence of a Notary Public for redemption on September 25, 1988.

The following Bonds will be redeemable coupon due September 25, 1989 and following attached:

1927 to 1914 incl. 4141 to 4151 incl. 4568 to 4629 incl.
1918 to 1928 incl. 4232 to 4504 incl. 4650 to 4691 incl.
1936 to 1963 incl. 4507 to 4545 incl. 4702 to 4995 incl.

Amount outstanding: UA 1,700,000

Bonds previously drawn and not yet presented for redemption:

337 to 340 incl. 2274 2721 and 2722
590 and 591 2279 to 2284 incl. 2793 to 2802 incl.
1185 to 1187 incl. 2418 to 2420 incl. 2804
1244 2586 to 2589 incl. 2887 to 2922 incl.
1348 to 1357 incl. 2594 to 2599 incl. 2928 and 2929
1461 to 1463 incl. 2607 to 2611 incl. 2935 to 2944 incl.
1660 to 1663 incl. 2671 4106 and 4107
1970 2673 4111 and 4112
2098 to 2102 incl. 2677 and 2678 4116
2136 to 2138 incl. 2687 4118
2141 to 2145 incl. 2701 and 2702

Luxembourg, August 22, 1988

The Fiscal Agent
KREDIETBANK
S.A. LUXEMBOURGEOISE

Rentals

Plaza Estates

Westbourne Terrace, W2
Beautiful, newly det ground floor flat in period building close to Hyde Park. 2 Beds: 2 Baths: Recep: F/F Kit. Long Let: £300.00 p.w.
01 724 3100

Wellington Square, SW3
An owners own home on 4 firs farn with a mixture of antiques & trad furnishings. This beautiful Chelsea Sq is sit just off the Kings Rd & within mins of Sloane Sq. 4 Beds: 2 Baths: Well equipped kit. Avail now for long let £700.00 p.w. 01 581 7646

MARBLE ARCH 01-724 3120 KNIGHTSBRIDGE 01-581 7646

KENWOODS RENTAL

QUALITY FURNISHED FLATS AND HOUSES
Short and Long Lets
23 Spring St., London W2 1JA
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Fax: (01) 262 3750

RENT YOUR HOME today to rich Americans. We have too many impeccable tenants and not enough quality homes in Kensington, Knightsbridge, Chelsea, Holland Park and Surrey. Don't miss this opportunity. Call Margaret or Flora now at SAUNDERS OF KENSINGTON (01) 581 3622.

Art Galleries

SOTHEBY'S 31 St George Street, London W.1. (01) 493 8080. DECORATIVE ARTS AWARD EXHIBITION 1988. 400 selected works by 100 of Britain's best craftsmen and women. Visitors are invited to vote their favourite exhibits. 17-26 August.Mon - Sat 9-4.30, Sun 12-4.

Clubs

EVE has outlived the others because of a policy on fair play and value for money. Supper from 10-3.30 ans. Disco and top musicians, glamorous hostesses, exciting floorshows. 189, Regent St., 01-734 0557.

Contracts & Tenders

Sale By Tender
TIMBER MILLS & TIMBER RESOURCES
QUEENSLAND AUSTRALIA

THE PROPOSAL

The recent acquisition of Sunstate Resources Limited by James Mc Ewan & Co. Pty. Ltd. a wholly owned subsidiary of a large Australian company Charles Davis Limited has brought about the offer by private tender of Sunstates's eight timber mills and associated timber resources in south-east Queensland.

THE MILLS

The mills trade under the name Wilco Timber and are located in the main population growth area of south-east Queensland, close to the State Capital, Brisbane, and major coastal areas of the Gold and Sunshine Coast.

THE TIMBER RESOURCES

The substantial and strategic timber resources consist of annual hardwood allocations of 80,000m³ and softwood allocations of 20,000m³.

TENDER DETAILS

Interested parties are invited to submit tenders for purchase of all or part of the mills and resources.
Tenders on approved forms must be received at the office of McIntosh Hamson Hoare Govett Limited, Level 35, Riverside Centre, 123 Eagle Street, Brisbane, Queensland, Australia 4000 in a sealed envelope marked Sunstate Resources Tender. The closing date for submission of tenders is 5p.m. Friday, 2nd September 1988.

FURTHER INFORMATION

Further information may be obtained from Mr. Peter Inglis of McIntosh Hamson Hoare Govett Limited, Brisbane, Queensland, Australia.
Telephone (07) 834 9444 Fax (07) 832 3635

Wandsworth Borough Council

Comprehensive Gas Servicing Contract

Contractors wishing to be considered for selection to tender for the Gas repair and maintenance contract in the borough should submit names to the Chief Executive and Director of Administration, Room 111, Town Hall, Wandsworth High Street, London SW18 2PU by 16th September 1988.

The contract will cover the repair and maintenance of all gas appliances in the borough and will entail an annual service visit designed to provide adequate preventative maintenance to eliminate normal service faults thereby enabling the appliance to function without attention for a further twelve months. In addition to the annual service the contractor will be expected to attend all call-outs for repairs on a 24 hour basis, seven days a week.

The contract will be of 2 years duration at a fixed price with the option of an extension for subsequent years at a price to be agreed between the employer and the contractor having regard to the rate of inflation current at the time the extension is considered.

All applicants must state the company whose name the tender for the contract will be submitted and also provide the following information in respect of that company:-

(a) details of labour force and technical and supervisory staff available;

(b) names and addresses of two technical referees for whom similar work has been undertaken within the last three years and the name of the Company's Banker;

(c) copies of audited accounts for the last 2 years; and

(d) the company's policy statement in accordance with Section 2(3) of the Health and Safety at Work etc., Act, 1974.

(N.B. Applicants should refer only to the above-mentioned scheme and must not incorporate replies to other advertisements placed by Wandsworth Borough Council. Late applications will not be considered).

It is anticipated that tenders will be invited from selected contractors in December 1988 with a contract start date of 1st April 1989.

The engineering services for the contract will be provided by Mr. R. J. Sheppard, FRICS, FIH, Director of Housing, Town Hall, Wandsworth High Street, London SW18 2PU.

G.K. Jones
Chief Executive and
Director of Administration

Wandsworth Borough Council

Installation of central heating at Wimbledon Park Estate, Wimbledon Park Road, London, SW19

Contractors wishing to be considered for selection to tender for the installation of individual gas fired boilers serving radiators and domestic hot water to approximately 250 dwellings situated in 7 blocks of flats at Wimbledon Park Estate, London, SW19 should submit names to the Chief Executive and Director of Administration, Room 111, Town Hall, Wandsworth High Executive and Director of Administration, Room 111, Wandsworth High Street, London, SW18 2PU by 23rd September 1988 quoting reference BAS/9/3386.

Applicants must submit details of labour, technical and supervisory staff available and any previous experience in this field of work; together with names and address of two technical referees and the name and address of their bankers.

(N.B. Applicants should refer only to the above-mentioned scheme and must not incorporate replies to other advertisements placed by Wandsworth Borough Council. Late applications will not be considered).

It is anticipated that tenders will be invited from selected contractors against prepared specification and drawings in November 1988 with commencement on site in April 1989 for completion by October 1989. (The scheme may be phased in two parts).

The engineering design services for the scheme will be provided by M.C. Lee, Dip, Arch. (Hons) ARIBA, Borough Architect, Town Hall, Wandsworth High Street, SW18 2PU.

G.K. JONES
Chief Executive and
Director of Administration

CITY OF LONDON PROPERTY

The Financial Times proposes to publish a Survey on the above on

Friday 23rd September 1988

For a full editorial synopsis and advertisement details, please contact:

JONATHAN WALLIS

on 01-248-8000 ext 4196
or write to him at:

Bracken House, 10 Cannon Street London EC4P 4BY.

It's better built by Monk

A. Monk
Building & Civil Engineering Limited
P.O. Box 43, Warrington, Cheshire WA1 4JB
Telephone: (0925) 812000
A Davy Corporation company

CONSTRUCTION CONTRACTS

Welwyn Garden City project

Work starts next month (September) on a £23m shopping centre at Welwyn Garden City.

The contract has been awarded to **TARMAC MANAGEMENT** by Howard Centre Properties, a wholly-owned subsidiary of Slough Estates.

It involves construction of three large stores and 45 shops fronting the town square and is scheduled for completion in 22 months.

In addition, the 260,000 sq ft development will contain travel facilities, comprising a British Rail travel centre, bus station, and a 700-space multi-storey car park with direct access from a new town centre distributor road forming part of the scheme.

The steel and concrete structure will be brick clad with glazed roofing to some areas of the shopping mall.

British Telecom offices in Swindon

British Telecom has awarded **HIGGS AND HILL** a £12.9m contract for the construction of offices in Swindon, Wiltshire, in the centre of the town, adjacent to the main railway station and the Oasis leisure centre.

The building will be of three storeys, with a roof-top plant room. Although a single building, it contains four separate blocks, each with its own core area surrounding a central atrium.

The office areas are generally of reinforced concrete construction on pad and strip foundations.

The central atrium structure is comprised of in-situ reinforced concrete columns, walls and solid slabs from ground to first floors and fire-protected structural steel work above.

Externally

The external cladding will be a mixture of facing brickwork and blockwork cavity wall construction with powder coated aluminium double-glazed windows, curtain walling and screens.

The roof covering the four blocks is a blend of two patented roofing systems, one timber-framing at a twelve degree pitch and the other a flat construction.

Internal walls will be of blockwork with demountable partitions in the office areas. The project will provide a total of 160,000sq ft of offices with raised access floors and suspended ceilings.

Services include air-conditioning incorporating a heat gain for the offices, heating and ventilation for the staircases and atrium, and mechanical ventilation elsewhere. The atrium is also provided with smoke ventilation.

Four 10-person passenger lifts will serve all three floors and provision will be made for a further four lifts if required.

Included in the contract is car parking for 650 cars, and landscaping.

Largest soft drinks plant in Europe

Coca Cola & Schweppes Beverages has awarded a £23m design and build contract to **SHEPHERD** for a 430,000 sq.ft. production, warehouse and office facility to be built on the Wakefield 41 Industrial Estate.

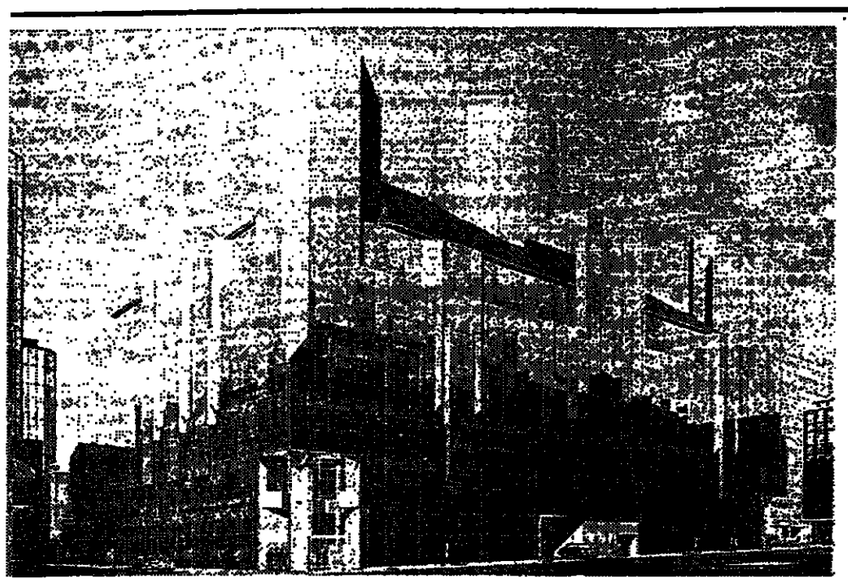
It will be the largest soft drinks plant in Europe.

Work has started on site and production will commence in October next year.

The total contract will be completed by December1989.

The unique plant will produce the full range of Coca Cola and Schweppes Beverages soft drinks.

Total investment by the client will over £50m.



An artist's impression (left) of Land Securities latest City of London office development at Milton Court, EC2.

Demolition work is now in progress by Griffiths McGee, and a contract for the building works worth £36.5m has been awarded to COSTAIN CONSTRUCTION. Completion is scheduled for March 1990.

Situated on an island site bounded by Milton Court, Moor Lane, Chiswell Street and Milton Street, the building will provide about 160,000 sq ft of high technology air-conditioned space on seven floors.

The building, which has been designed by Sir Denys Lasdun, will feature externally a continuous tinted glass skin which will act as a veil to the conventional glazed cladding behind it.

The offices will be arranged around an atrium with the entrance hall at its base. The atrium will have on one side a drum-like structure housing the main group of lifts. There will be a water feature in the entrance hall around the base of the drum, and there will be a series of bridge links at higher levels.

This advertisement is issued in connection with the requirements of the Council of The Stock Exchange. It does not constitute an invitation to subscribe for or purchase any securities.

BARNATO EXPLORATION LIMITED
("BARNEX")
(Incorporated in the Republic of South Africa)
(Registration No. 88/03756/06)

Introduction to the Official List
by
Williams de Broë Hill Chaplin & Company Limited

Share Capital

Authorised		Issued
R250,000	Ordinary shares of 1 cent each	R244,542

Application has been made to the Council of The Stock Exchange for the whole of the issued ordinary share capital of Barnex to be introduced to the Official List. It is expected that dealings in 6,113,553 shares (fully paid) and in 18,340,659 shares (nil paid) will commence with effect from 22nd August 1988 and in the 18,340,659 shares (fully paid) with effect from 19th September 1988.

Listing particulars relating to Barnex are available in the Extel Statistical Services and copies may be obtained until 5th September 1988 from:

Williams de Broë Hill Chaplin & Company Limited
37 Lombard Street
London
EC3V 9LL

Barnato Brothers Limited
16th Floor
99 Bishopsgate
London
EC2M 3XE

and for two days from the date of this notice for collection from the Company Announcements Office of The Stock Exchange, 46 Finsbury Square, London, EC2A 1DD.

22nd August 1988

This advertisement is issued in connection with the requirements of the Council of The Stock Exchange. It does not constitute an invitation to subscribe for or purchase any securities.

LINDUM REEFS GOLD MINING COMPANY LIMITED
("LINDUM")
(Incorporated in the Republic of South Africa)
(Registration No. 88/03804/06)

Introduction to the Official List
by
Williams de Broë Hill Chaplin & Company Limited

Share Capital

Authorised		Issued
R200,000	Ordinary shares of 1 cent each	R183,407

Application has been made to the Council of The Stock Exchange for the whole of the issued ordinary share capital of Lindum to be introduced to the Official List. It is expected that dealings in 6,113,553 shares (fully paid) and in 12,227,106 shares (nil paid) will commence with effect from 22nd August 1988 and in the 12,227,106 shares (fully paid) with effect from 19th September 1988.

Listing particulars relating to Lindum are available in the Extel Statistical Services and copies may be obtained until 5th September 1988 from:

Williams de Broë Hill Chaplin & Company Limited
37 Lombard Street
London
EC3V 9LL

Barnato Brothers Limited
16th Floor
99 Bishopsgate
London
EC2M 3XE

and for two days from the date of this notice for collection from the Company Announcements Office of The Stock Exchange, 46 Finsbury Square, London EC2A 1DD.

22nd August 1988.

DIARY DATES

FINANCIAL

TODAY
COMPANY MEETINGS-
Stormguard, The Goring Hotel, Beeston Place, S.W., 10.00
BOARD MEETINGS-
Finals:
Sandvik Aktiebolag
Interims:
ADT
Alida Hldgs.
Fisher (James) & Son
Moorfield Estates
Palms Group
Rosewood Hldgs.
Scottish Eastern Inv. Tst.
Woodchester Invs.
DIVIDEND & INTEREST PAYMENTS-
Aon Corp. 32cts.
Chase Manhattan Corp. Flg. Rate Nts. 1991 $350.73
Cons. Freightways 24.5cts.
Equity Consort Inv. Tst. 10.4062p
Do. Dfd. 20.8125pc.
Exchequer 12½% 1994 6.25pc.
FKI Babcock 1.75p
Friendly Hotels 1.05p
Heath (C. E.) 18.375p
Investment Co. 0.85p
Lancashire & London Inv. Tst. 1p
Mountview Estates 7.5p
Murray Intl. Tst. 1.75p
Security Pacific Corp. Flg. Rate Sub. Cap. Nts. 1997 $202.90
Treasury 11½% 1989 5.75pc.

TOMORROW
COMPANY MEETINGS-
Debenham Tewson & Chinnocks, The Mayfair Intercontinental Hotel, Stratton Street, W., 11.00
Eve Group, Bakers Hall, Harp Lane, E.C., 10.30
Moorgate Inv. Tst., 49 Hay's Mews, W., 11.00
BOARD MEETINGS-
Finals:
Jos Hldgs.
Pitco Hldgs.
Interims:
Cambridge Electronic
EBC
Evans Halshaw Hldgs.
Ex-Lands
Federated Housing
Frost Group Inv. Hldgs.
Gold & Base Metal Mines
Hong Kong & Shanghai Banking Corp.
Life Sciences Intl.
Marley
Murray Intl. Tst.
Northern Engineering Inds.
Olives Paper Mills
Scandinavian Bank
Taylor Woodrow
Templeton, Galbraith & Hansberger
DIVIDEND & INTEREST PAYMENTS-
Boots 5.7p
Carlton Comms. 2.45p
Learmonth & Burchett Management Sys. 1.2p
Manufacturers Hanover Tst. Flg. Rate Sub. Cap. Nts. 1994 $36.19
Morgan (J. P.) Int. Fin. NV Gtd. Flg. Rate Nts. 1997 $196.46
Oceana Development Inv. Tst. 2.2p
Sock Shop Intl. 1p
Treasury 2½% IL 2011 £1.73

WEDNESDAY AUGUST 24
COMPANY MEETINGS-
Allied Colloids, Cleckheaton Road, Low Moor, Bradford, 12.00
British Bloodstock Agency, Queensbury House, 129 High Street, Newmarket, 12.00
Brunning Group, The Adelphi Bldg., John Adam Street, W.C., 10.30
Parkfield Group, The Bowmont Room, Savoy Hotel, W., 12.00
BOARD MEETINGS-
Finals:
Trans-Natal Coal Corp
Interims:
Barr & Wallace Arnold Tst.
Hanson
Jourdan (Thomas)
Pennine Optical
Queens Moat Houses
RKF
Victualic
Wates City of London Props.
Weir Group
DIVIDEND & INTEREST PAYMENTS-
Bangkok Invs. Ptg. Red. Prf. Bahts
Batleys 1.9p
Burton Grp. 8% Cnv. Uns. Ln. 1996/01 4pc.
Cosalt 2.5p
Dawson Intl. 5.4p
Debenham Tewson & Chinnocks Hldgs. 3.5p
First National Finance Corp. 3.5p
India (State Bank of) Flg. Rate Nts. 1997 3p
Investors in Industry Intl. BV Gtd. Flg. Rate Nts. 1994 £19.64
Royal Bank of Canada 52cts.
Swan (John) & Sons 10.5p
Toothill (R. W.) 5.38p

THURSDAY AUGUST 25
COMPANY MEETINGS-
Burtonwood Brewery, Burtonwood Village, Cheshire, 12.00
Dowty Group, Arle Court, Cheltenham, Gloucestershire, 11.30
Scottish & Newcastle Breweries, King James Thistle Hotel, St James Centre, Edinburgh, 10.00
Sutcliffe Speakman, The Lord Daresbury Hotel, Daresbury, Cheshire, 12.30
Vinten Group, Angel Hotel, Bury St Edmunds, 12.00
BOARD MEETINGS-
Finals:
Heath (Samuel)
Interform
Emess
Ericsson (L. M.)
Hartons Group
IOM Steam Packet
Ladbroke
Lec Refrigeration
McDonald Martin Distilleries
PLM AB
DIVIDEND & INTEREST PAYMENTS-
Aluminium Co. of America 36cts.
Associated Newspapers Hldgs. 2.23p
Authority Invs. 3.5p
Eaton Corp. 75cts.
Exchequer 12¼% 1992 6.125pc.
Feedback 1.25p
Hogg Robinson 2.7p
Primerica Corp. 40cts.
Rank Hovis McDougall 8⅓% Uns. Ln. 90/94 4.0625pc.
Do. 8⅓% Uns. Ln. 91/95 4.4375pc.
Shield Grp. 2p
Stead & Simpson 3.2p
Do. A NV 3.2p
Sungei Seal Mines Malaysia 40sen.
TSB Gilt Fund Ptg. Red. Prf. (Class B) 1p
Tlandmarson Tst. 4p
Total Systems 0.75p
Whinney Mackay-Lewis 2.7p

FRIDAY AUGUST 26
COMPANY MEETINGS-
AIM Group, Great Eastern Hotel, Liverpool Street, E.C., 12.00
Creighton Laboratories, Ashingworth Hall, Storrington Road, Thakeham, Pulborough, West Sussex, 11.30
Lees (John J.), Albany Hotel, Bothwell Street, Glasgow, 12.00
BOARD MEETINGS-
Finals:
AGA Aktiebolag
Automagic Hldgs.
Framlington Far East
West Tst.
Interims:
Brakne (T.F. & J.H.)
Jaguar
Newmarket Co.
Parambe
Refuge
DIVIDEND & INTEREST PAYMENTS-
Alezon Grp. 5.5p
Allied Colloids Grp. 1.85p
Bank of Tokyo (Curacao) Hldgs. NV Gtd. Flg. Rate Nts. 1998 $98.98
Bertam Hldgs. 1.2p
Burtonwood Brewery 2.595p
Campbell & Armstrong 3p
Clyde Blowers 0.65p
Domino Printing Sciences 1.5p
Drayton Far Eastern Tst. 0.4p
French (Thomas) & Sons 1.5975p
Freshbake Foods Grp. 2p
Great Western Financial Corp. 19cts.
House Property Co. of London 6p
Illingworth Morris 3p
Jersey Electricity Co. A 7p
Kode Intl. 5p
Lawson Mardon Grp. Class A Sub. Vtg. 10cts.
Lloyds Eurofinance NV Gtd. Flg. Rate Nts. 1998 $98.98
London & St Lawrence Inv. 5% Prf. 1.75p
McAlpine (Alfred) 4.5p
Melville Street Invs. 1.5p
Morgan Grenfell Grp. Und. Prin. Cap. $378.01
Murray Technology Invs. 0.4p
Neotronics Technology 0.6p
Northumbrian Rice Foods 1.25p
Scapa Grp. 5.42p
Sotheby's Hldgs. Class A Lim. Vtg. (Reg.) 6.25cts.
Symonds Eng. 0.7p
TSI 2.4p
Treasury 10% 2001 5pc.
Tribune Inv. Tst. 0.72p

SATURDAY AUGUST 27
DIVIDEND & INTEREST PAYMENTS-
Lees (John J.) 1.25p
Treasury 9½% 2002 4.875pc.

SUNDAY AUGUST 28
BOARD MEETINGS-
Finals:
Murray Income Tst.
DIVIDEND & INTEREST PAYMENTS-
Cigna Overseas Finance NV 13% Uns. Ln. 2006 6.5pc.
Electricite de France 12½% Gtd. Ln. 2008 (Reg.) 6.25pc.

Trade Fairs and Exhibitions: UK

Current
International Jewellery Exhibition (until August 24) (0935 20721)
Business Design Centre

August 27-29
Town and Country Festival (0203 696969)
Kenilworth

August 28-31
International Menswear Fair – MAB (01-437 8754)
Earls Court

September 11-14
Gifts West (01-637 2400)
Bristol Exhibition Centre

September 16-24
British Marine Industries Federation International Boat Show(0703 737400)
Southampton

September 25-27
International Garden and Leisure Exhibition - GLEE (01-390 2211)
NEC, Birmingham

September 27-29
Water and Environmental Management Exhibition and Conference (01-637 2400)
Eastbourne

September 27-29
City of London Wine Fair (01-638 4141)
Barbican, London EC2

September 28-30
National Finance Directors Exhibition and Conference (01-837 1133)
Business Design Centre, London

October 2-4
International Flower Trades Exhibition - IFTEX (01-486 1951)
Alexandra Palace, London

Overseas Exhibitions

August 22-24
Nordic Fashion Fair (01-486 1951)
Helsinki

August 25-28
Office Equipment, Technology and Computer Systems Exhibition (0494 729406)
Singapore

August 30-September 1
Traffic Engineering and Road Safety Exhibition - TRAFFEX (01-636 3956)
Canberra

September 1-6
International Machinery, Factory Automation & Electronic Technical Exhibition - MECT-ASIA (0494 729406)
Taipei

September 4-10
International Autumn Fair (0375 392222)
Leipzig

September 4-8
Crystalware,China, Ceramics, Jewellery, Gifts and Furnishing Articles Exhibition - EURO-PACADO (01-434 1825)
Brussels

September 6-10
Building and Construction Exhibition - CONBUILD (021-454 3385)
Sydney

September 7-9
International Autumn Fair' (01-977 4551)
Vienna

September 11-18
International Autumn Fair (Zagreb 41/511-666)
Zagreb

September 13-18
International Motor Car Workshop, Service Station Equipment and Auto Spare Parts and Accessories Trade Fair (01-734 0543)
Frankfurt

Business and management conferences

August 30,31 and September 1
Financial Times Confrences: Commercial aviation to the end of the century – Expansion in an era of accelerating change (01-925 2323)
Hotel Inter-Continental, London

September 8-9
CBI: Increasing your sales to the Ministry of Defence (01-379 7400)
Centre Point, London WC1

September 8-9
The Industrial Society: Industrial relations for new managers (01-262 2401)
Central London

September 9
Channel Tunnel Conference: Channel Tunnel - make it your business (0904 653655)
Viking Hotel, York

September 12
The Economist: 1992 – The implications for marketing, advertising and the media (01-839 7000)
Marriott Hotel, London

September 12
CBI/Marketing Society: Mastering the market (01-379 7400)
Centre Point, London WC1

September 13
CBI Conferences: European standards – Who needs them? (01-379 7400)
Centre Point, London WC1

September 14-15
Employment Research Unit annual conference : New forms of ownership – management and employment (0222-42588)
Cardiff Business School

September 16
The Industrial Society: Harmonisation – A one-day seminar to examine the principles and practice of harmonising terms and conditions of employment (01-839 4300)
3 Carlton House Terrace, London SW1

September 16
Hawksmere: Insurance aspects of property investment and development (01-824 8257)
London Press Centre

Anyone wishing to attend any of the above events is advised to telephone the organisers to ensure that there have been no changes in the details published

FINANCIAL TIMES CONFERENCES

THE FT CITY SEMINAR
London, 19, 20, & 21 September 1988

The seventh FT intensive Seminar to be held once again at the Plaisterers Hall, the highly successful venue for this prestigious training programme, presents a valuable opportunity for young executives, trainees and others to examine the structure and functions of the main institutions and markets of the City of London. A high calibre panel of speakers traditionally takes part in this Seminar and September's line up includes Philip Warland of the Bank of England, Christopher Johnson of Lloyds Bank Plc, Ian Morison of Midland Bank plc, John Atkin of Citibank NA, David Suratgar of Morgan Grenfell & Co Limited, Francesca Edwards of J P Morgan Securities Ltd, David Malcolm of Royal Insurance plc, Peter Rawlins of R W Sturge & Co, The Rt Hon Sir Edward du Cann, KBE of Lonrho Plc, The Rt Hon John Smith, QC, MP, Shadow Chancellor of the Exchequer and John Plender of the Financial Times. Chaired by Marc Lee, the FT Conference Adviser, the Seminar presents numerous opportunities for those who attend to question speakers and debate with them. Attendance has extended internationally over the years, and the programme is most suitable for foreign participants who wish to make as comprehensive a study of the City as possible in three days.

PROFESSIONAL PERSONAL COMPUTER
London, 31 October & 1 November 1988

The FT's sixth Professional Personal Computer conference is held in a period of great change for the industry. A series of significant issues, both technical and commercial and chiefly connected with industry standards, are now being debated and resolved in ways which will affect the shape and future direction of the industry. The aim of this conference is to look at the changing pattern of competition in personal computer business, computing standards and the profound implications for users and suppliers alike; the pattern of development in modern business computing, how users perceive and use communications systems.

The conference will be chaired by Dr Dick Horsnell, Director of Baronsmead Ltd and Mr Paul Bailey, Managing Director of Lotus Development.

WORLD ELECTRICITY
London, 14 & 15 November 1988

Last Autumn the Financial Times, with the assistance of Power Europe, held a World Electricity conference in London. This was strongly supported. A further conference on this subject is to be arranged this Autumn and another distinguished platform of speakers has been assembled. The topics chosen for discussion include the European electricity market, British privatisation, regulation, developments in Japan, Soviet electricity strategy, the US scene, Third World developments, the future as seen by the big builders of power stations and the outlook for coal, gas and nuclear in the generation of electricity in the 1990s. The speakers include Mrs Helga Steeg, International Energy Agency; Lord Marshall of Goring, CEGB; Dr I C Bupp, Cambridge Energy Research Associates; Mr Victor Gilinsky, Former US Nuclear Regulatory Commission; M. Rémy Carle, Electricité de France; Mr David Penn, Wisconsin Public Power; Mr Donald Miller, SSEB; Mr Takuo Yamauchi, Chubu Electric Power Company; Dr Dieter Helm, London Business School and Dr Felix Bruppacher, Elektrizitäts-Gesellschaft Laufenburg AG.

All enquiries should be addressed to:
The Financial Times Conference Organisation, 2nd Floor, 126 Jermyn Street, London SW1Y 4UJ. Tel: 01-925 2323 (24-hour answering service)
Telex: 27347 FT CONF G Fax: 01-925 2125

Appointments

Managing director at Formica

■ After 11 years in the US with the Schlegel Corporation, latterly as vice president and general manager for the Americas, **Mr Martin S. Barnes** has returned to the UK to be managing director of FORMICA LTD at Tynemouth. He completes an operational control unit known as the office of the managing director, in tandem with **Mr Christopher Moreton-Fincham**, who was appointed deputy managing director last October, when former managing director **Mr Peter Marshall** left to head Formica Corporation's manufacturing operations in North America. Mr Marshall has since been appointed vice president US operations. **Mr John Bonas**, currently in charge of all operations in the Far East, Europe and Canada, has been named an executive vice president and a member of the board of Formica Corporation.

Mr Martin S. Barnes, managing director of FORMICA LTD.

■ DATATRAK, Swindon, Wiltshire, has appointed **Dr Richard J.S. Harris** as managing director from September 1. He was managing director of Offshore Design Engineering. Datatrak is owned jointly by Securicor and Wimpey, and was formed to develop the Datatrak automatic vehicle tracking system, based on a network of low frequency navigation transmitters. The system, which can locate a vehicle to within 50 metres, and track its movements, is fully operational in the south-east of England, and trials are starting in the Midlands.

■ **Mr Richard Tickner** has been appointed field sales director of the group central sales and marketing division of JOHN MOWLEM & CO.

■ **Mr Roger Carey**, development director of SLOUGH ESTATES, has been appointed chairman of Guildhall Properties, a property trading subsidiary. **Mr Clive Handford** has been appointed managing director. He was a subsidiary board director with Trafalgar House.

■ NORCROS has appointed **Mr David Hamilton** as company secretary following the retirement of **Mr Robert Gee**, a director. Mr Hamilton joined Norcros in 1973 as head of legal affairs, for which he will continue to be responsible.

■ **Mr R.K. West** has been appointed an associate director of EUROFI in the Edinburgh office. He was a principal in the accountancy services division of the Department of Industry and the Scottish Office.

■ LAWRENCE GRAHAM has appointed **Mr Hugh Thompson**, a senior assistant director of Standard Chartered Merchant Bank, as a partner dealing with specialist banking services.

■ **Mr Stan Whittaker** has been appointed BRITISH RAILWAYS BOARD's director of finance and planning. He succeeds **Mr Ian Phillips**, who has joined the BBC. Mr Whittaker was director, group finance.

■ Following the acquisition of Sumrie Clothes by EXECUTEX CLOTHES the following appointments have been made: **Mr John Luper**, chairman; **Mr Toby Luper**, deputy chairman; **Mr Allan Webster**, managing director and company secretary; **Mr Ronnie Sumrie**, sales and marketing director; **Mr Lee Lindemann**, production manager; and **Ms Paula Waterhouse**, sales and customer liaison manager.

■ COMPUTER SECURITY, Brighton, has appointed **Mr Michael Davies** as marketing and sales director. He joins from Datacard (Europe) where he was managing director.

■ **Mr Christopher Fowler**, divisional managing director of interconnection technology, **Mr Graham Peters**, divisional managing director of specialist companies, and **Mr Harry Tee**, divisional managing director of electronic components, all join the board of CAMBRIDGE ELECTRONIC INDUSTRIES from September 1.

■ SWISS BANK CORPORATION INVESTMENT BANKING, London, has appointed **Mr Stephen Oristaglio** to the newly-created post of executive director in charge of fixed income trading. He will oversee the institutional and retail trading desks. Mr Oristaglio was a senior trader at Salomon Brothers in charge of the dollar fixed income trading desk.

■ **Mr George Fowler, Mr Graham Peters** and **Mr Harry Tee** are being appointed to the board of CAMBRIDGE ELECTRONIC INDUSTRIES on September 1. They are all divisional managing directors.

■ MASSEY-FERGUSON TRACTORS has appointed **Mr Nicholas Crighton** as personnel director at the company's Coventry tractor plant. He joins from Peugeot Talbot where he played a key role in intriducing new attitudes of co-operation and positive thinking. In his new position Mr Crighton will be responsible for all aspects of personnel management relating to Massey-Ferguson's 2000 employees. This is the first time a personnel appointment has been made at board level.

■ **The AGATE GROUP, based at Heanor, Derbyshire, has appointed Mr David G. Watson (above) as sales and marketing director with responsibility for property development, construction and civil engineering.**

■ **Mr Hugh McNearnie**, vice chairman of Barclays de Zoete Wedd Property Investment Management, has been appointed a director of ATKINS HOLDINGS and Atkins Properties, Epsom.

ARCHITECTURE

South Bank moves towards a new image

The row of bulbous, dome-like eyes that now flank the southern edges of Waterloo Bridge in London are appropriate symbols for what lies beneath them. Eyes see images, and the images they see often move. London's Museum of the Moving Image (opening September 15.) has an arresting architecture in total contrast to the concrete forms and walkways of the South Bank.

The architect is Brian Avery, of Avery Associates. He was selected after the client (the British Film Institute) had seen his scheme for a "Video-viscom" museum that he proposed for the Hampton site next to the National Gallery.

The National Film Theatre and this new museum are direct descendants of the Festival of Britain held on the South Bank in 1951. They are descendants architecturally because they have adopted the lightweight, technologically experimental imagery of the optimistic 50s. However, the growth of the South Bank into a collection of sombre concrete constructions – particularly the Hayward Gallery and the Queen Elizabeth Hall – has crushed the vital spark of the Festival spirit.

The new museum is very much a descendant of the Festival in its clear purpose to inform and entertain. The full and intricate account of the growth and development of the moving image, from Chinese shadow play to satellite TV, is in the tradition of the informative great exhibitions of the past. I suspect that even with timed entry the museum will scarcely hold the crowds that wil flock to it.

It was Wells Coates who designed the original Telecinema for the Festival of Britain, and it was very much to the credit of the then London County Council that the spirit of that cinema was transferred into the replacement NFT that was designed by Engleback and Roper of the LCC and slipped neatly under Waterloo Bridge. It is the presence of the NFT that encouraged the equally ingenious insertion of the major part of the new museum under a large section of Waterloo Bridge. The near invisibility of such a major national resource has been questioned by some, and it is fair to point out that a striking vertical illuminated feature is planned, rising high above the South Bank, as soon as the money becomes available.

The Museum of Moving Images at the National Film Theatre, South Bank — Alan Harper

While the proposed vertical feature may echo the famous Skylon that marked the Festival of Britain site, the structural techniques of Ralph Tubb's Dome of Discovery are reflected in the Avery structure of the new museum. If you stand in the Belvedere Road or on the side terraces of the National Theatre you see one of the two narrow edge galleries. A glass wall with red steel diagonal bracing exposes an inner wall of what will be moving images. This will, in effect, be a giant advertisement for the museum. It is a very carefully designed and engineered wall (engineers Anthony Hunt Associates) and suggests that London has acquired a more sophisticated version of the Pompidou Centre for the South Bank.

No-one can doubt the technical problems that had to be overcome to build the museum under a listed structure that has a propensity to leak. The Avery solution is a neat, simple and elegant one. The large empty box under the bridge is the main exhibition space, and the outward and visible signs of the museum's existence are the steel and glass wings and the angled foyer, which is shared with the NFT. Film reels are what you push to open the doors, neon signs and moving images modelled on the Muybridge Running Man enliven the foyer – and then you are plunged into a world of filmic fantasy.

Cinema architecture is not ignored and there is a replica of an Odeon of the 1930s, complete with accurate reproduction of carpets, curved walls and fan-marked plaster work. The designer, Neal Potter, has achieved great success in his evocation of the film world and Brian Avery has seen how modern technology combines with popular culture to produce distinguished and original architecture. I very much hope that the tower will also be built soon – both to highlight the existence of the museum and also to act as a contemporary landmark.

There are other important developments in the pipeline for the South Bank. In the autumn the South Bank Board will unveil its plans for the removal of some of the worst concrete excresences and the latest version of architect Terry Farrell's cover-up scheme for the areas around the Festival Hall, Hayward Gallery and Queen Elizabeth Halls.

Further upstream the County Hall Development Corporation, with their architects Skidmore Owings and Merrill, have interesting plans for the new use of County Hall and its immediate environs. The winning group which made the successful bid to the London Residuary Body is made up of New England Properties, London and Metropolitan, Lazards and Touche Ross Investment Company. They plan to use County Hall as a hotel, business conference centre, shopping centre and some flats. Immediately behind County Hall and on the former island site where the GLC was built, replanning will allow for new office buildings and a major public monument (theme yet to be decided) on the axis of Westminster Bridge.

On the eastern end of the Jubilee Gardens the developers propose a site for a major theatre for The Entertainment Corporation. Strictly outside the brief for the County Hall proposals, this theatre will be a 3,500-seat receiving house to play host to major visiting companies such as the Kirov and Bolshoi Ballets and the Metropolitan Opera. There is undoubtedly a serious lack of a theatre of this scale in London, and as an addition to the already wide range of entertainment and cultural facilities of the South Bank it would seem appropriate.

However, Jubilee Gardens offers other opportunities for urbanising the South Bank. It is at present a dim little garden and the site could easily take a new theatre, housing, hanging gardens and a major new exhibition facility for the capital. London badly needs a "Grand Palais" and no-one would mourn the loss of the hideous Hayward and its replacement by something grander, more elegant and more appropriate for the larger art exhibitions that at present never cross the Channel.

The intricate insertion of the Museum of the Moving Image has to be admired, but the South Bank needs a broader vision and – for once – to be planned as a whole. With no London government there is no grand plan. Channel Tunnel traffic is to arrive at Waterloo in a new terminal – will the chance be seized to make the Waterloo area the new civic centre of London, as well as a cultural centre of world significance? The parallels with the development of South Kensington after the Great Exhibition are obvious – and the potential for public gain is just as significant.

Colin Amery

Erling Larsen's Calaf (top), with his alternate Turandot, Turid Haavik

Turandot

EDINBURGH FESTIVAL

Puccini's last and grandest opera would seem a particularly unpromising bet for low-budget popular reduction. The more striking the Stockholm Folkopera's success, then, at bringing it off in the little Leith Theatre – with twenty-eight instruments (including discreet synthesiser), a lusty chorus of sixteen and a lot of red-painted scaffolding. Certainly the Festival audience loved it; and I thought the musical realisation and the lively stage conception both brave and effective. Kent Opera and the London Opera Factory have an exciting Swedish competitor.

Claes Fellbom's production added only a single gimmick, and that an honourable one. The least palatable feature of *Turandot* is its homicidal titular princess, redeemed solely by her heroic vocal line: here she was kindly 'explained' by showing her in flashback as a molested child, abused by obscure towering figures. Thus we were invited to forgive all, even the crushing of poor Liù – no pathetic pawn, on this reading, but a noble self-sacrifice in the cause of the therapy. Otherwise the tale was told straight, swift and colourful (the officials Ping, Pang and Pong sported trendy T-shirts under their Mao uniforms), with the chorus veering between sadistic glee and tears of pity – just as fickle crowds are supposed to do – with the utmost energy.

The resourceful designs by Sören Brunes somehow made room for intimate scenes and impersonal rituals alike, and also placed the orchestra to maximum advantage at rear stage, dimly visible but mightily audible. There were high platforms for the proclamations and challenges, but *Turandot* needs no solid edifice, and sufficient spectacle was created with banners, parasols and floating cloths. Characters sprang in and out of hidden trenches and a pit, besides regularly invading the hall.

With eight performances in six days, alternate casts were essential – and there were alternate conductors too. Glenn Mossop and Kerstin Nerbe, who had collaborated on the ingenious orchestral reduction. I heard Miss Nerbe's stirring account, and the cast that evening confounded earlier reports of mediocre singing. Our indulgence was still begged for Erling Larsen's Calaf, who merely marked his top notes but delivered the rest with consistent dramatic force. If 'Nessun dorma' sounded odd without its high notes, it sounded pretty funny in Swedish anyway – but the vernacular lent great conviction to all the exchanges.

Anne-Lise Berntsen was a nervy Turandot in the Glenda Jackson mould (or maybe Gunnel Lindblom); some harshness in her timbre suited the *persona* and she was grippingly intense. There was a Timur of ripe distinction from Göran Annebring, and the vivid trio of counsellors was led by Stefan Axelsson's Ping with well-pointed delivery and a gleaming eye. As Liù, Pia-Marie Nilsson must count as an early international discovery: a big girl with a radiantly affecting presence and a big, generous voice to match, she made her debut while still a student only two years ago. With any luck, a great many more audiences will be hearing her soon.

David Murray

Britten and Schubert

QUEEN ELIZABETH HALL

The first of the Summerscope Schubert and Britten concerts on Friday, contained some choice items. If one of the purposes of these out-of-season South Bank series is to deploy well-known musicians in unusual combinations and works, it was attractively fulfilled by the two-piano performances of Mitsuko Uchida and Jeffrey Tate.

In Schubert's long but charming A flat Variations, D.813, Miss Uchida brought all her wonted sparkle and intelligence to the *primo* part, dashing off melodic flights with wonderful freedom of touch and spirit, while Mr Tate as *secondo* provided a handsomely secure, full-toned base. Only the occasional fractional differences of rhythmic emphasis suggested that this was not a regular, long-experienced partnership; it is certainly one that deserves further outings.

The two were then joined by José-Luis Garcia (violin) and William Bennett (flute) for Britten's *Gemini Variations* (1965), originally written for the Jeney twins, two multi-talented Hungarian children, but here more normally apportioned between four players. The work, a lighthearted tour de force, revives all of Britten's youthful brilliance in facing and solving particular challenges. The cycle of different permutations and combinations was unfolded in a way to compel hushed, delighted attention – one was sorry when it was all over.

The surrounding Britten and Schubert contributions made the programme overlong, and rather clouded its holiday-outing mood. The Endellion Quartet, this year's resident string quartet, came together with the ECO Wind Ensemble for a performance of the Britten Op. 1 Sinfonietta which was just about presentable, and, as concert finale, one of the Schubert Octet which patently wasn't. If the chance to hear familiar masterpieces in under-rehearsed, scratchy, rhythmically plodding readings is another of the purposes of Summerscope, then it needs to be re-considered with all possible speed.

Max Loppert

Bude's first jazz festival

At least 80 jazz events are scheduled for the first Bude jazz festival being held from August 27 to September 3.

The emphasis will be on informality, with sessions taking place at 19, mostly indoor, small and medium-sized venues in the town, which is on the north Cornwall-Devon border.

Among the traditional and mainstream musicians appearing are the Humphrey Lyttelton band, Digby Fairweather, Cy Laurie, Annie Hawkins and Martin Litton.

Further details on 0288 55551.

Circus Oz: clever physical artistry, imaginatively presented

Circus Oz

EDINBURGH FRINGE

There is a strong Australian flavour to this year's Fringe, thanks to government bicentennial money transporting back the artists. And the performers of the first week to stir the popular imagination have undoubtedly been Circus Oz.

They are at the Assembly Rooms with a show that manages total appeal - to eye and ear, to young and old. The Bakers Dozen in the troop switch from playing rock music to acrobatics, from tumbling to political satire, from fire-eating to slapstick. I liked the Girl Guide getting work experience as an acrobat and as an arsonist, and the performer who carried off a private-eye spoof, clamped upside down to the ceiling of the auditorium, smoking, drinking, and all, dammit.

Anyone with prejudices against circuses, family entertainment, even Australians, will have them destroyed by Circus Oz. This is not specious performance art; this is clever physical artistry, imaginatively and good-naturedly presented to great audience enthusiasm until September 3. Even the political pleading is enshrined in slapstick and Circus Oz completely avoids the whimsy of some small-scale circus acts. The group actually manage to make it look dangerous, which is half the spine-chilling battle.

★★★

Yet another Australian putting on a bravura act is Judy Pascoe, formerly with Circus Oz. This year she is appearing in You Can't Go Wrong, an oddly effective cabaret devised by Jack Klaff in which Pascoe, along with John Attila McHenry and Jag Plah follow each other on stage with monologues of autobiographical self-discovery. It sounds pretentious but manages humour, intellectual stimulation and some pathos.

Pascoe's existential account of her search for the World's Last Great Adventure is beautifully controlled, flecked through with wit and original perfections, the metaphysics never becoming self-indulgent. When talking about her Catholic mother, who bought an answerphone because she had so many questions, she is affecting. McHenry is more latently humorous, the search for quirkiness - "What is the capital of Pizzaland" - more contrived but still with some good lines.

Then comes Plah, an Indian spastic, who taught me more about the life of the handicapped in ten minutes than 100 charity appeals. He has the amazing capacity to relax an audience to teach through humour, and his finale, when dressed as Gandhi he performs Hamlet's "To be or not to be," throwing away his crutches at the climax, crosses over from stage drama to life drama. You Can't Go Wrong is at the Assembly Rooms until September 3.

Antony Thorncroft

Kate Ceverano

Kate Ceverano is a young Australian jazz singer (21) with a very old voice. She invites too easy comparisons with Billie Holliday and Nina Simone, not because she particularly sounds like either but because she has a big, dominating voice and a powerful, slightly uncomfortable, personality.

She is appearing at midnight at the Assembly Rooms until September 3 and audiences are growing steadily. It is not the best venue for her, and her Australian backing band is sometimes ambitious beyond its talents and sometimes depressingly unimaginative. But there is obvious talent here which only needs experience to curb some nervous inconsequential chatter and restless onstage movements.

Kate Ceverano has a weakness for Latin numbers ("One Note Samba;" "Heart") which rub uncomfortably with her torch song classics such as "Cry Me a River," but when it all came together, as it did with "Love Me or Leave Me" and the ambitious "Catalonia Nights," Kate Ceverano became an instant star.

AT

Oedipus

ALMEIDA

A theme has emerged from the Royal Shakespeare Company's three-play season in Islington. This may be fortuitous, since no coherent conclusion is apparent from the agonising father-son relationships that provide a twisted thread throughout, except that family life is hell. The generation war renews itself constantly, and the victory is not always to the young.

Conventional wisdom has it that Seneca is a text-book figure whose importance lies in the gory language, love of the supernatural and general sense of murky foreboding that so influenced the Elizabethan theatre. On the evidence of this tightly directed, compellingly acted *Oedipus*, he is much more than a theatrical footnote.

Donald Sumpter's production opens in swirling mists to the sound of universal weeping; a good Senecan atmosphere. Oedipus looms out of the fog (lighting: Geraint Pughe). His speech on the plague in Thebes is the first of the short (just over an hour and a half) evening's great monologues. The image of tearing, splitting and opening recurs like a leitmotiv, whether in Jocasta's account of the birth of her child, that blood-nourished knot within her; or the discovery of diseased organs in the sacrificial entrails; or Creon's oracular vision of the earth giving up its secrets.

From which you may have guessed that the company uses Ted Hughes' translation. How much is Seneca, how much Hughes I am unsure; but who's complaining? Through the gleaming suppuration of the writhing language comes the occasional concrete physical image that takes one aback, as when the blinded Oedipus, "scrabbling with his nails in those huge holes in his face," finally snaps "ribbons of flesh, rags, strings. . ." Here is another justification of the English theatre's greatest glory: its language.

The luxuriant morbidity of the poetry is kept in check by a compact sense of form. When a shocked and finally enlightened Oedipus strides off to prepare for a last confrontation, the cast gets its – and our – breath back with a wistful *intermedio* of longing for a quiet life combined with a lament, lyrical but exasperated, for Icarus. We are reminded of the genre's most notable descendant, via Gozzi, and are suddenly back with Ping, Pang and Pong in *Turandot*, yearning for the peace of home, far from the bloody doings of the great.

John Shrapnel's Oedipus is powerful though slightly held back, I suspect, by a fear of hamming up that verbal richness which he accordingly counters with the odd deliberate lapse into an everyday tone. Julie Legrand's worried warmth is just right for Jocasta, and she has the necessary big emotional guns in reserve. So does Phil Daniels, a sharp Shakespearian clown and potential Caliban, whose prophetic visions harshly screamed out in rising frenzy attain quite extraordinary intensity.

Martin Hoyle

Melodrama at the Old Vic

David Threlfall and Sara Kestelman will take the leading roles in Chapman's rarely performed Jacobean melodrama *Bussy d'Ambois*, which opens at the Old Vic on August 23.

Jonathan Miller will direct the production.

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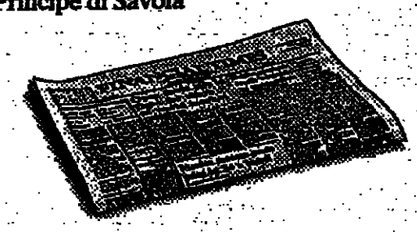

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ARTS GUIDE August 19-25

MUSIC

London

Royal Philharmonic Orchestra, conducted by Vladimir Ashkenazy. Strauss and Tchaikovsky. Royal Albert Hall (Mon). (589 8212).

New York Philharmonic Orchestra, conducted by Zubin Mehta. Beethoven, Ellen Taaffe Zwilich and Stravinsky. Royal Albert Hall (Tue).

BBC Symphony Orchestra, conducted by David Atherton with Lucia Popp (soprano) and Thomas Allen (baritone). Britten and Mahler. Royal Albert Hall (Wed).

BBC Philharmonic Orchestra, conducted by Edward Downes with Ida Haendel (violin). Mendelssohn, Alexander Goehr and Beethoven. Royal Albert Hall (Thur).

Paris

Louis Robilliard, organ. Olivier Messiaen, Rachmaninoff, Turnemire. Saint-Germain-des Pres Church (Mon 8.30 pm).

Quator Parisii, with Philippe Cassard (piano). Roussel, Fauré, Beethoven Auditorium des Halles (Tue 7 pm).

Alice Ader (piano). Olivier Messiaen's Les Vingt Regards sur l'Enfant Jesus. Auditorium des Halles (Wed 8.30 pm).

Australian Youth Orchestra, conducted by Christoph Eschenbach, with Tzimon Barto (piano). Graene Koena, Rachmaninoff, Messiaen, Ravel Radio France, Grand Auditorium (Thur 8.30 pm).

Amsterdam

Concertgebouw. Riccardo Chailly conducting the Concertgebouw Orchestra, with Ronald Brautigam (piano). Mozart, Bruckner (Mon). (718 345).

New York

Mostly Mozart Festival. Israel Philharmonic, conducted by Kurt Masur, with Heinrich Schiff ('cello) and an all-Haydn programme (Mon). Mostly Mozart Festival Orchestra, Gerard Schwarz conducting, with the Mostly Mozart Festival Chorus directed by Joseph Flummerfelt: all-Haydn programme (Tue, Wed). Beaux Arts Trio, with a programme of Haydn, Mozart, Mendelssohn (Thur). Avery Fisher Hall, Lincoln Center (874 2424).

Juilliard Concerts. Hong-Ying Ho: violin and piano recital. Stravinsky, Prokofiev. Free concert at IBM Atrium, 56th & Madison, Wed 12.30.

Washington

Wolf Trap Festival. Pop concerts this week include Joan Armatrading (Mon); Kenny Loggins (Tue); Roy Orbison and Carl Perkins (Wed); and Gordon Lightfoot (Thur). (432 0200).

Tokyo

Yomiuri Nippon Symphony Orchestra Summer Festival. Film Music (Mon); Opera Concert (Verdi, La Traviata etc.) (Wed); Concertos (Mendelssohn, Dvorak, Tchaikovsky) (Thur). Suntory Hall (270 6191).

FINANCIAL TIMES
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Monday August 22 1988

Questions of internment

MOUNTING violence in and around Northern Ireland this summer - and especially the systematic killing of British forces – have brought the question of internment as a method of dealing with the IRA to the top of the political agenda. Indeed it has become rather hard to argue against internment in principle. For, if locking up a few dozen, or even a few hundred people could prevent the murder of a few others, who is to say that internment would be wrong?

Thus, it is not the principle that has to be examined; it is the practice. It is not much of an argument to say that internment has been tried before and has failed – in 1971. Presumably, it should be possible to learn from past experience. Besides, the circumstances are different now.

The IRA may have become a vastly more sophisticated military organisation than in the early 1970s, but it is less of a political movement with popular support. Moreover, there is now much more co-operation between London and Dublin. In theory, if the British and Irish security forces acted together, they should be able to cramp the IRA's operations severely by detaining less than 500 people.

Missing link

Yet it is striking that the demands for internment are coming not from the security forces themselves, but from politicians. If the police and the army argued that violence could be significantly reduced by detention without trial, they would have to be listened to seriously. But they are not doing so, and one reason must be that they are aware of the practical difficulties. Those include the strong possibility of some suspects avoiding arrest – after all, if internment were introduced tomorrow, it would hardly have the indispensable element of surprise. There is also the near certainty that British intelligence still cannot identify the full range of IRA supporters. It clearly does not know, for instance, about all the sleepers on the Continent. Not only would internment fail to catch all the right people; it would probably have the added embarrassment of picking up some wrong ones. So internment, when examined, is not being offered as a cast-iron guarantee for stopping the killing.

There is the further point that internment could hardly be introduced as an end in itself. It would need to be accompanied by the promise of political movement of a kind that in time would render the IRA irrelevant. Almost certainly that means greater co-operation between the two parts of Ireland. The chances of that coming about are greater than they were. The constitutional parties in the Republic no longer talk very much about unification. They see the IRA as a common enemy and they adhere to the Anglo-Irish Agreement, the working of which is due for review in November. Yet, the missing link remains the absence of talks between the Ulster Unionists and Dublin and the reluctance of the Ulster Unionists to settle for some sort of devolution in Northern Ireland, such as is on offer under the Anglo-Irish Agreement. Somehow, the Unionists need to be brought into this framework.

There are perhaps two slightly hopeful signs amid the recent carnage. The first is that the IRA has emerged more clearly than ever as a highly professional terrorist organisation. The result is that it should be no longer possible to romanticise the IRA, in Ireland or anywhere else.

Political progress

The second hopeful sign is the review of the Anglo-Irish accord. The Agreement was criticised initially for having been conceived in undue secrecy. The review of its working so far could be a much more public debate. Those who still oppose it might like to envisage how much worse the situation would be today if it did not exist. The next step must be to draw the North more firmly into the accord. Joint declarations of that intention would help. Meanwhile, it is right that internment should be discussed; only so its limitations can be exposed and the need to press for political progress more widely appreciated.

Free riders and free trade

MOST COMPANY chairmen will readily pay lip service to the cause of free trade. They recognise that the profitability of many businesses is ultimately dependent on the maintenance of an open world trading system. Few companies, however, seem willing to back words with deeds. The Trade Policy Research Centre, a small London-based institute devoted to the cause of free trade, is struggling for survival, having run up a cumulative deficit of £500,000 in recent years. The centre, while reasonably adept at attracting research grants for specific projects, cannot raise sufficient corporate subscription income to cover overheads.

The plight of the TPRC may seem a matter of small consequence. Who cares if one small policy group goes under? Indeed, sceptics will be inclined to argue that the centre, if it takes its own free-market principles seriously, ought to welcome closure: its inability to attract sufficient support from the business community is surely a sign that it is selling a product that the market does not value. After all, the sums of money involved are trivial. The TPRC could secure its long-term future by doubling its present subscription income. This would involve raising only an additional £180,000 a year from the international business community – a rather small dent in world pre-tax corporate profits.

Brief fulfilled

Why does the market not support the centre more generously? The argument that the product is of little value is hard to sustain. When Mr Hugh Corbet, the present director, and the late Harry Johnson set up the centre in 1968, they sensed a strong need for an independent organisation that would promote "empirically based research and closely reasoned analysis" of trade policy issues. In the ensuing 20 years, the TPRC has fulfilled this brief. It has launched The World Economy, a quarterly journal on trade issues, the Thames Essay series of pamphlets and a stream of special reports. In the 1980s, it has influenced the trade debate by inviting officials and policy-makers to a series of round-table discussions.

The impact of all this activity is hard to gauge. The centre says that it initiated the debate about liberalising trade in services, was among the first to spot the protectionist pressures building up in the early 1980s, and helped set the agenda for the present Uruguay round of trade talks – by emphasising the need to strengthen Gatt mechanisms.

Flood of claims

Yet companies apparently consider all this of little consequence. The TPRC is regarded as just another worthy cause. Its claims for cash are assessed alongside those of schools and hospitals by the executives in charge of corporate "appeals" budgets. It is being squeezed out partly because companies are facing a flood of claims from organisations of all descriptions as government support for the voluntary sector is wound down.

This is unfortunate. The TPRC may have mismanaged both its finances and its marketing, but it is still a more logical recipient of corporate support than many charities. Ironically, it suffers from a rather virulent form of market failure: the free rider. Companies stand to benefit collectively from the centre's advocacy of free trade, but not individually; indeed, protection often benefits particular sectors and businesses. Mr Corbet, as a champion of the general interests of the consumer, thus finds it difficult to win the individual support of producers.

One solution would be modest public sector funding of bodies like the TPRC. The Department of Trade and Industry's current contribution of less than £1,000 a year might seem an inadequate reflection of the consumer's interest in free trade policies. A more independent solution , however, would lie in more generous corporate sponsorship. Companies are used to backing special interest lobbies; the question is whether they can bring themselves to back a group that lobbies for the economy as a whole.

David Buchan examines plans to bring EC members' VAT and excise rates into closer alignment

The quest for tax harmony

"To tax and to please is not given to man" is an aphorism of Edmund Burke which Lord Cockfield, the European Community's Commissioner for the internal market, is fond of quoting.

To his cost, he has found that trying to tinker with the existing tax arrangements of EC member states is equally incompatible with pleasing. His term as commissioner is not being renewed by a UK government irked above all by his insistence that the internal market cannot be completed without fundamental changes to the community's pattern of indirect taxes.

But the tax controversy is not just a case of Her Majesty's Government versus the Commission. Other EC finance ministers would agree with the observation of Mr Nigel Lawson, the UK Chancellor of the Exchequer, that he could not recall another Commission proposal "which has been greeted by so many very substantial doubts, misgivings, problems and difficulties".

Both high-taxing and low-taxing countries are dismayed by the Commission's proposal to bring the indirect tax rates of the 12 closer together, while all are anxious about the proposed changes in the method of tax collection and enforcement, but unable to come up with clear alternatives.

In no other area of the Commission's internal market programme, except plant and animal health standards, has there been less progress. Yet the debate is soon to come to a head at an informal meeting of EC finance ministers in Crete in mid-September. That session should make clear whether or not the internal market is to suffer its first major setback.

The starting point is the goal of an internal market by 1992, enshrined in the Single European Act (ratified by all the parliaments of the 12). This is defined as "an area without internal frontiers in which the free movement of goods, persons, services and capital is ensured." The Commission takes this to mean doing away with intra-EC frontier and customs controls.

What, apart from police controls, is the rationale of frontier posts? Answer: tax checks. Solution: do away with them. Benefit: a collective saving of Ecus 8bn-9bn (£5.2bn-£5.8bn) to governments from not having to man frontier posts and to traders from not having to stop and fill in forms. This, at least, is the saving (worth between 1-2 per cent of the total value of intra-Community trade) estimated in the Commission's recent Cecchini report.

Abolition of internal frontiers would, above all, require a change in the way value-added tax is levied. At present an export from one Community country to another is zero-rated. The exporter gets a refund from his government on all the VAT paid on the ingredients of the exported product and the importer pays VAT on the full price of the import at the rate prevailing in the importing country. Frontier checks are essential: for the importing country to get its tax and for the exporting country to ensure that the zero-rated export really leaves its soil and does not fraudulently re-enter its own market.

What the Commission is proposing is that VAT should be levied on goods crossing EC borders just as it is on goods traded within a single country. That is to say, the exporter would charge VAT on the value added to a product up to the point of its export. The importer would then be entitled to a deduction for that VAT in the same way that he can deduct VAT charged to him on an invoice issued in his own country.

This system would obviously add to the exchequers of countries which are net exporters inside the Community, and

1992 OF THE EUROPEAN MARKET

take revenue away from the governments of net importing countries – at present all VAT proceeds from EC traded goods end in the hands of the importing country.

On the realistic assumption that member states would not tolerate such a redistribution, the Commission proposed a clearing system. Country A would demand from Country B the equivalent of all the refunds it had paid to its companies importing goods from Country B. Contrariwise, Country A would have to pay to Country B all the tax it had collected on exports to Country B. Payments arising from any net imbalances would be settled through a Commission-run clearing operation.

Officials of EC governments have not ruled this out of court, but have expressed scepticism about the reliability of the claims and payments made on the system by member states. The EC Council's economic policy committee has said the clearing system must ensure that the right amount is paid to the right member state on time, must give no extra chances for tax evasion and must lay no extra administrative cost on governments or companies.

One suggested alternative is that the whole Community go over to that already operated by the three Benelux countries, which have virtually no border checks between them. Exports would remain VAT zero-rated. The importer would not pay VAT until his government later demanded it on the basis of an export invoice or notification sent by the exporting country. This is a variant of "postponed accounting" whereby customs posts simply record shipment, leaving the tax paperwork to be settled behind national borders.

Ironically, the UK was one of the few EC states to have such a system, until Mr Lawson abolished it a few years ago to improve the Exchequer's cash flow. In arguing now for streamlined frontier controls, the UK Government may be hinting that it is willing to return to postponed accounting, as an alternative to total abolition of fiscal frontiers.

Doing away completely with intra-EC border checks would make a change in the present VAT-levying system a technical necessity. In a sense, there is no such inescapable logic requiring the other, much more publicised Commission plan for VAT and excise rate harmonisation. Without such harmonisation, however, when Europe's internal barriers come down, shoppers could freely flock from high-taxing countries to lower-taxing countries and there would be enormous fiscally induced trade distortions. Could Europe live with that? Relatively low-taxing countries like Britain (low on VAT, if not on excise duties) think perhaps it could; high-taxers like Denmark, plus the Commission, think it could not.

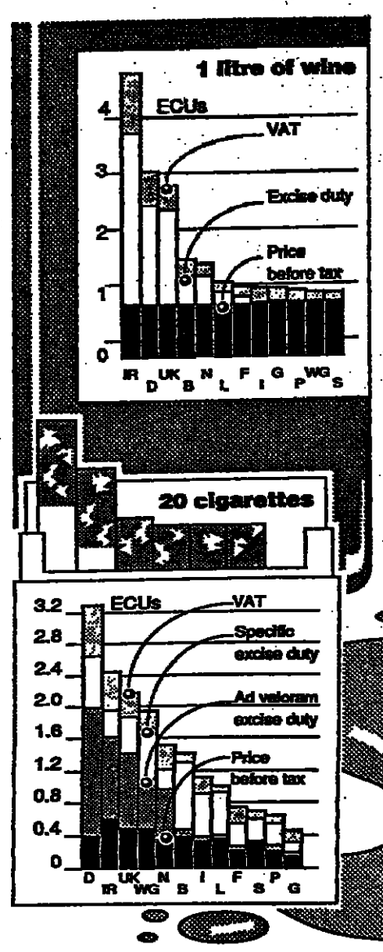
Abolition of internal frontiers would require abolition of personal travel allowances. These currently permit a person to cross an intra-EC border with up to Ecus 350 (£207) worth of goods on which VAT has been paid, plus an allowance of alcohol, tobacco and other goods free of excise duty. Without these restrictions, the EC shopper would be free to exploit the Community's wide span of VAT rates (ranging, at "standard" rates, from 25 per cent in Ireland to 12 per cent in Spain and Luxembourg), and even wider gaps in excise rates.

The distortions would be greatest where the differentials between neighbours are greatest – for instance, between Ireland (25 per cent) and Northern Ireland (15 per cent), or between Denmark (22 per cent) and West Germany (14 per cent). Significantly, both Denmark and Ireland have already tried to restrict use even of the present Ecus 350 allowance to "genuine" travellers and the Commission is taking those Governments to the European Court.

Partly because of the reactions of countries like Denmark and Ireland, the Commission has proposed narrowing the present spread of VAT rates into two bands – a reduced 4-9 per cent rate for those goods which governments, for social reasons, want to keep cheap, and a standard rate of 14-20 per cent.

This has brought protests from low-taxers like Britain, which zero-rates food, children's clothes and books. Similarly, Luxembourg calculates that the Commission's plan to harmonise tax rates (excise as well as VAT) would boost prices by 7.5 per cent, put 6 per cent of retailers out of business and increase unemployment by 1 per cent. Denmark, Ireland and Italy have complained about potential loss of tax revenue.

Harmonising excise duties is an even nastier nettle to grasp. But the Commission has done so. It has proposed a uniform excise duty for all 12 countries.



VAT rates % from 1/2/88		LOWER	NORMAL	HIGH
B	Belgium	1 & 6	19	25 & 25.48
D	Denmark	–	22	–
F	France	2.1–4, 5.5 & 7	18.60	28 & 33.33
WG	W.Germany	7	14	–
G	Greece	6	16	36
IR	Ireland	1.7 & 10	25	–
I	Italy	2 & 9	18	38
L	Luxembourg	3 & 6	12	–
N	Neths	6	20	–
P	Portugal	8	18	30
S	Spain	6	12	33
UK	UK	–	15	–

Its reason is that VAT is calculated on the price of goods which includes excise; therefore any flexibility in the excise rate would have the effect of pushing its proposed VAT bands further apart.

But the rates and coverage of excise duties in the Community are even more random than those for VAT. In addition, unlike VAT, many governments do adjust excise rates regularly to gain revenue and to protect their citizens' health. There is a phenomenal difference between low rates in the south of the Community (where tobacco and wine are grown) and high rates in the more health-conscious north.

Several alternatives have been suggested. One idea, floated by the London-based Institute for Fiscal Studies (IFS), is that the Community could be divided into two or three regions reflecting broad similarities in excise rates, presumably higher in the north and lower in the south. But this would still require some control on trade in excise-dutiable goods, because their high value relative to their bulk makes them attractive to tax evaders.

Another option – to cope with differing rates in a border-free Community – would be to issue tax stamps on goods to ensure that the appropriate excise duty is paid on sales in each member state. The EC Council of Ministers' economic policy committee has given this idea, used in the US, some support.

Yet a further suggestion has come from the Commission. It has proposed a Community-wide system of bonded warehouses to assuage member states' worries about losing revenue to other countries in a Europe without internal borders. Goods could thus circulate freely without attracting excise duty until they were removed from a warehouse for consumption (and taxing).

Of all the snipers at the Commission's proposals – and there are many – only the UK Government has tried to mount a frontal attack and an economic rationale to go with it. The thrust of the argument is that market forces will naturally achieve much of the harmonisation that the Commission is trying to force on member states.

Keep fiscal frontiers and therefore the same means of levying VAT and excise, says the UK, but reduce customs formalities. Progressively expand personal travel allowances, let cross-border trade increase, and allow "the shopping effect" force governments to make their tax rates converge. The convergence would be downwards, the UK admits.

That is precisely, retorts the Commission, why the market force solution is an impossible option for a country like Denmark. Commission officials note that the UK can conveniently argue for downward convergence because it has relatively low VAT rates and skirts the excise issue because its duties are relatively high.

They agree there is a role for market forces "to do the fine tuning," but, as one EC official puts it, Community action is required to do "the coarse tuning," to bring VAT rates within reasonable distance of one another.

In the end, the dispute turns on the value put on abolishing the EC's internal frontier posts. If you do not think a saving of Ecus 8bn worth the headache of harmonising taxes, and if intra-EC frontiers have to stay for police purposes, then the UK's line of argument has some force. But it does not impress a frontier-flattener like Lord Cockfield. Like Joshua before the city of Jericho, he seems determined to issue further trumpet calls to bring the walls down.

Articles in this series appear on Mondays on the FT's Overseas News pages.

OBSERVER

FROM TEHRAN

Hardships of peace

■ Tehran hardly looks like one's idea of a city in the last stages of a gruelling eight-year war. Almost the only signs of this are the sandbags piled around the banks – put there, I was told, to prevent an exodus of employees after the city centre was subjected to 52 days of missile attacks earlier this year – and the frequent power cuts.

When the power is on the city is brightly lit, and opposite my hotel a fun fair was going with great brio far into the night. At almost all hours the streets are thronged with cars and people, including young men, and very few soldiers. One truckload of the latter whom I did see in front of me in the traffic were having a great time, laughing and clapping their hands as one of them performed a belly dance in the back of the moving vehicle.

Tehran is buzzing with gleeful tales of rich speculators in the Bazaar who were caught on the wrong foot by Ayatollah Khomeini's sudden decision to end the war by accepting Security Council Resolution 598, as the black market dollar dropped overnight from over 1,000 Iranian rials to under 500. In many commodities the fall was even sharper. Sugar, for instance, plunged from 1,800 to 600 rials per kilo: not good news for the merchant was caught sitting on a stock of 100 tonnes, and promptly had a heart attack. The coronary ward in one of Tehran's main hospitals has allegedly been rechristened "Emergency Ward 598."

Silent diplomacy

■ When Mr David Reddaway arrived the week before last to take charge of the British embassy in Tehran, he found the outside wall of the compound on Ferdowsi Avenue scrubbed newly clean in his honour.

This was a significant gesture of goodwill, or at least diplomatic courtesy, from the Iranian authorities, but regretted by graffiti enthusiasts. The full colour frescoes decorating the embassy during its year-long vacancy were particularly fine specimens of what has become Iran's dominant art form.

Mrs Thatcher was the central figure in several of them. One showed her running away from the Persian Gulf under a hail of tomatoes and eggplants. In another she and President Reagan were seated in conference, on either side of a Dracula-toothed Saddam Hussein (the Iraqi leader). A third showed the same Saddam, in even more monstrous guise, being loaded up with weapons by an eager Uncle Sam and John Bull.

Producing these frescoes is a special skill, often combined with that of churning out the portraits of Ayatollah Khomeini and other dignitaries, usually more than life-size, which adorn the premises of every prudent businessman or bureaucrat. Previously, I am told, the same talents were devoted to advertising the corrupting products of the Western film industry – Star Wars being the last to receive the treatment before the revolution swept such fripperies away.

Spot the enemy

■ Rumour has it that the US embassy (ex nest of spies) will shortly receive the same treatment as the British, and that the Revolutionary Guards who

have occupied it since the end of the hostage crisis in 1981 will be evacuated so that the Swiss, who represent US interests in Iran, can take charge pending the renewal of direct Iran-US contacts.

It will be interesting to see how much longer the slogan "Down with USA" remains part of the decor in the lobbies of all Tehran's main hotels. The posters proclaiming that "Israel must be destroyed", and attributing this deep thought to "Iman Khomeini", will presumably be there a while yet.

But how long before the fine portraits of Saddam Hussein on the approach to Mehrabad airport have to be removed in courtesy to a visiting Iraqi delegation ?

Hats off to war

■ The regime has reason to be worried about its supporters, having asked so many sacrifices of them for a victory which in the end it has been unable to deliver. On the morning of August 2, when the people were called out in mass demonstrations to renew their allegiance to the Imam, it was found that hats had been placed on the tombs of the "martyrs" (war dead) in the graveyards of all Iran's main cities. In Persian to "put a hat on someone's head" means, roughly, to pull the wool over his eyes.

Zealous talk

■ The worst of revolutions is the kind of foreign supporter they attract. I found most of the Iranians I talked to, including firmly committed supporters of the regime, quite open-minded on such thorny questions as the objectivity of the Western news media. The main difficulties arose with some of my Moslem fellow guests from countries that have yet to enjoy an Islamic revolution, such as Pakistan and Tunisia.

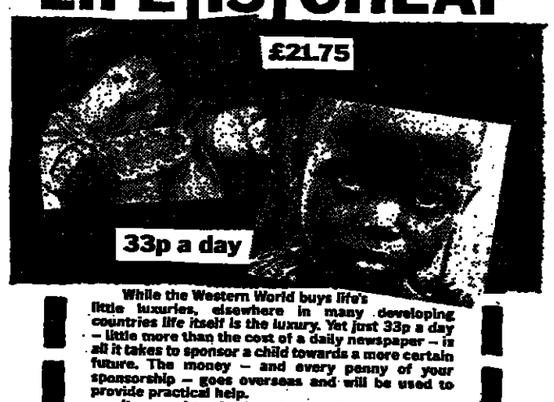
The worst, in fact, was a colleague from Switzerland, of all places – a convert to Islam, who informed the staff of Kayhan newspaper, during a round-table discussion, that "if you criticise in Switzerland, or any country in Europe, the Jewish power, you get sued for anti-semitic defamation, if you print pornography you get money." He regretted that Mr George Shultz, "one of the worst of those American swine," had escaped an assassination attempt: "If Hisbollah had done it they would have managed better!"

Divine Service

■ I like to think Iran's present mood was best summed up by the typed form which appeared in my hotel room the day before I left. "In the name of God," it said,"may we have your comments please."

Edward Mortimer

LIFE IS CHEAP



While the Western World buys life's little luxuries, elsewhere in many developing countries life itself is the luxury. Yet just 33p a day – little more than the cost of a daily newspaper – is all it takes to sponsor a child towards a more certain future. The money – and every penny of your sponsorship – goes overseas and will be used to provide practical help.

It may be clean water, health care, basic schooling, or seeds, tools and agricultural training that will help the child's family and local community to work towards self-reliance.

A CHILD NEEDS YOU

The link between you and the child is vital. You will be able to see the practical improvements your money is making.

You will receive a photograph of the child, regular reports about his or her progress and should you wish to write to your sponsored child we will ensure your letters are received and that your child is able to write to you.

Every new sponsor means another child, another family has the chance of a better life. So please help.

Actionaid, Hamlyn House, Archway, London N19 5PG.

BE A SPONSOR

Send to: The Rt. Hon. Christopher Chataway, Chairman, ActionAid, Hamlyn House, Archway, London N19 5PG.

☐ Please send me details of one child who needs my help. I enclose £10 as my first month's contribution ☐ or £120 as my first year's contribution ☐ (TICK ONE BOX)

☐ I can't be a sponsor now but enclose a gift (TICK ONE BOX) of £200 ☐ £100 ☐ £50 ☐ £25 ☐ £5 ☐ £_____

☐ Please send me further details on sponsorship.

Important: All cheques and postal orders should be made payable to ActionAid. Thank you.

Name (Mr/Mrs) . . . . . (BLOCK CAPS)

Address . . . . . .

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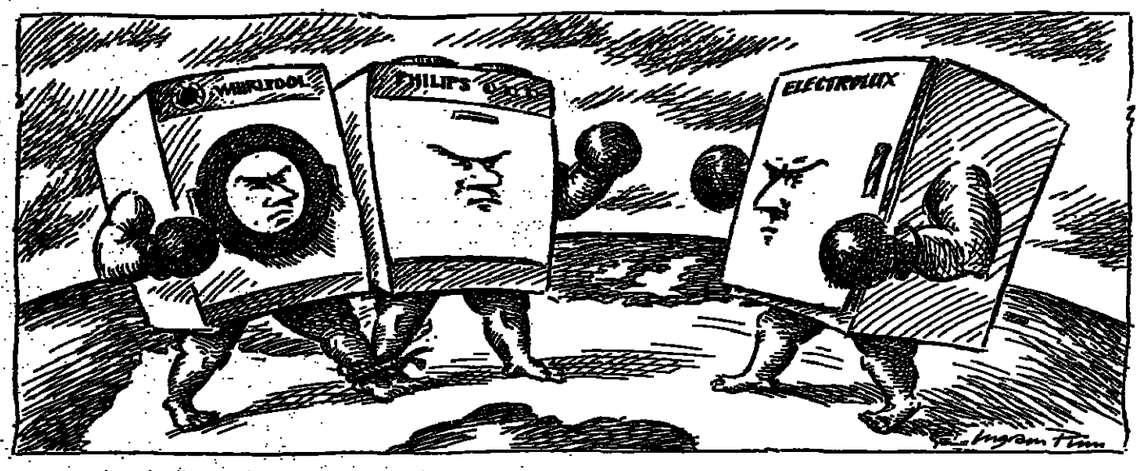
Postcode . . . . . Tel: . . . . . .

ActionAid



Preparing for a debut on the international stage

Christopher Parkes, Roderick Oram and Laura Raun report on Whirlpool's appliances deal with Philips

Whirlpool has only one washing machine factory.

It occupies most of the surface area of Clyde, Ohio, employs most of the town's population plus a couple of thousand commuters from the rural flatlands around, and it manufactures 3m appliances a year. Its output accounts for half the US market – the equivalent of almost 15 per cent of world demand.

As an example of manufacturing efficiency and flexibility it is a spectacular operation. It runs round the clock, stopping for only five minutes between each of three daily shifts.

In all the leading electric appliance sectors Whirlpool has more than a 15 per cent share of the $12bn (£7bn) US market. Yet it is virtually unknown outside its home country. Suddenly, following last week's agreement to buy a 53 per cent stake in the main appliances division of Philips of the Netherlands, it controls half a dozen home laundry plants and is poised to become a global force to match Sweden's Electrolux.

The deal fulfils Whirlpool's lingering ambition to move abroad – but the dream of world domination held by its chairman, Mr Dave Whitwam, is still a long way off.

Leadership requires a better example than that set by Whirlpool in the 1980s. Net profits have been flat at around $150m a year in spite of a 63 per cent increase in sales from $2.7bn in 1983 to an estimated $4.4bn this year. In the same period profit margins have shrunk and return on equity has fallen from 18 per cent to 15 per cent.

The company has been held back by stagnant markets growing at between 1 and 2 per cent a year, a result of saturation, consumer uncertainty, the heavy costs of takeovers and restructuring and fierce competition.

Whirlpool has spent $1bn on redesigning products and plant in the last four years, and has spent heavily on promotion. But so has General Electric, the company with which it vies for overall market leadership. As a result, both have found it harder to turn lower costs into bigger profits. Similar programmes at Maytag, a leading US domestic appliance manufacturer, and White Consolidated, the Electrolux subsidiary, have not made the going any easier.

Mr Whitwam's recent efforts have included the axing of 10 per cent of salaried staff and reorganisation of the group into seven product divisions, followed last week by its $470m plunge into the international market place.

Before that Whirlpool's overseas connections were limited to a majority stake in an Italian refrigeration compressor business and minority holdings in companies in Brazil, Mexico and India. Now its horizons have been broadened to include a substantial power base in Europe, where Philips has a 12 per cent market share, and worldwide production and distribution links.

Mr Whitwam makes much of the industrial synergies: his company's expertise in dishwashers (a 23 per cent US market share), and clothes driers (50 per cent), will prove fruitful in Europe, where only 20 to 30 per cent of households have these these products, compared with more than 70 per cent for other appliances. But the key to success probably lies in a welding of Whirlpool's manufacturing skills with the marketing and distribution clout which kept Philips number one in Europe until Electrolux swept in and relegated it to second place.

Whirlpool needs international expertise to make a success out of the deal, however, and this seems far from assured. Philips's appliances business has a stodgy reputation, and yet Mr Whitwam has elected to retain the old management. The US group's own executives hardly shone in the battle with GE for control of Roper, the US kitchen appliance manufacturer, earlier this year, and its marketing weaknesses were sorely exposed in the aftermath of its takeover in 1985 of KitchenAid, an up-market dishwasher manufacturer.

Although the business is on the mend, the uprooting of its distribution system and poorly-judged product launches proved damaging. Such mistakes, bad enough in the US market, can be ill-afforded on a global scale, especially if the internationalisation of the appliances business continues at its present pace.

THE WHITE GOODS GIANTS

	Sales ($)	Operating income ($)	Op. inc. as % of sales
Philips appliances*	3.11bn	162m	5.2
Whirlpool	4.2bn	265m	6.3
Electrolux*	6.23bn	315m	5.3

* Includes small appliances
* Major domestic appliances

Mr Anders Scharp, chief executive of Electrolux, believes that the emergence of a second global player in white goods will inevitably prompt others to try to match his the two leaders in bulk and geographical spread. "I would not be surprised if General Electric did something now," he said after the Whirlpool/Philips was announced. And there were always the Japanese to contend with.

There would be no shortage of buying opportunities, he said. Past experience told him that large shifts such as Electrolux's purchase of White Consolidated in the US and Zanussi in Italy prompted other, smaller, players to review their strategies and sell out. The Whirlpool-Philips link would probably have a similar effect.

Although Electrolux set itself a mammoth restructuring task with some of its 1980s acquisitions and is even now far from dominant in any important single market, the prospect of confronting an ever-growing giant proved too daunting for many. Electrolux, which has this year taken control of Corbero and Domar in Spain, was waiting for a challenge.

"Now I think Whirlpool will make more opportunities for us," said Mr Scharp. More small, regional businesses like the Spanish acquisitions will come up for sale. And, Mr Scharp suggested, diversified groups seeking to concentrate on core businesses would be among those succumbing – as in the case of TI's Creda division in the UK which last year went to GEC's subsidiary Hotpoint.

Spurred in part by the prospect of the completion of the internal market in 1992, the European appliances industry, is thus moving closer to the pattern in the US, where GE, Whirlpool, White and Maytag have an 80 per cent market share between them. Apart from a handful of specialists like cooker maker Raytheon, there is no competition.

In Europe, four companies currently account for 60 per cent of sales. Electrolux dominates with 25 per cent, well ahead of Philips/Whirlpool and Bosch-Siemens with 12 or 13 per cent apiece, and Ariston/Indesit with a further 10 per cent. The leading group of manufacturers – which also includes AEG, Thomson Brandt and Miele – has some 75 per cent, with the balance left to about 300 smaller manufacturers.

Although national tastes in the design of domestic appliances are still a considerable constraint on true globalisation, flexible manufacturers like Electrolux have shown themselves able to adapt. As national or regional tastes become more homogeneous in the free European market place, the market leaders will be able to tune them to suit their manufacturing requirements.

The process is already under way in the Electrolux empire, which is starting to enjoy the benefits of global purchasing, developing a single components manufacturing and distribution source in Italy, and co-ordinating research, development and design. Increasingly, the group's products will become the same under the skin. According to Mr Leif Johansson, head of Electrolux's appliance division, if it were not for eccentric national tastes in the shape and size of milk containers, the refrigerator would even now be a truly global product as saleable as the microwave oven.

Global potential notwithstanding, Philips clearly lost interest in this low growth business two years ago when it first started talks with Whirlpool. It sees its future in exploiting what it considers the greater growth inherent in its core interests of lighting, consumer electronics, electronic components and information technology.

The investment requirements of these industries are great enough without having to match Electrolux's single-minded commitment to capital and promotional spending on appliances. The Fl1bn (£275m) down-payment from Whirlpool will offer some relief, but Dutch industry observers are looking for more come after three years of falling sales and two of lowered earnings. "The best thing to do is to strip the assets," one analyst said.

Accordingly, more joint ventures and disposals are widely expected – especially since the group's reorganisation into product divisions rather than geographical subsidiaries has rearranged Philips into more transparent, convenient parcels. Medical equipment operations, for example, have been bundled into one unit, making it one of the likeliest candidates for joint venture or disposal.

The consolidated electronics division is a mixed bag of US activities ranging from musical instruments to toothbrushes. It may be publicly floated or peeled apart for sale in job lots. Polygram, the music subsidiary, is another candidate, as is the small kitchen appliances business excluded from the Whirlpool deal.

According to Mr Cor van der Klugt, the Dutch group's president, peripheral activities are to be regarded as ballast. "It's like sitting in a balloon as it is coming down, and thinking what you can do to get it back up," he explained in a recent interview. "You shed the ballast. You may even shed your clothes if the worst comes to the worst..."

LOMBARD

Outdated bias against debt

By Clive Wolman

The surprise decision to refer the £1.7bn bid for Ranks Hovis McDougall to the Monopolies and Mergers Commission highlights the deep and anachronistic suspicion with which British regulators view corporate debt.

The Office of Fair Trading and the Department of Trade and Industry believe that the burden of borrowings on the Australian company, Goodman Fielder Wattie, if it wins its bid for Ranks, may undermine its ability to compete in the bread market.

Projected cash flows from the operations of the newly merged company, even after downgrading Goodman's assumptions, should leave a margin of at least 75 per cent in excess of the interest charges. And a consortium of international banks has put its money where its mouth is by giving Goodman the finance at an attractively low interest rate. But the OFT fears that if the Goodman group faces deteriorating trading conditions, it will have to dedicate all its cash to debt service and will have to slash expenditure on upgrading its sliced bread, advertising it and improving its distribution.

The narrow objection to such fears is that, unless Goodman's management flips, it will not allow a financing constraint to destroy the economic value of the expensively acquired brands. If more finance is genuinely needed to preserve their value more finance will be raised. In extremis, the brands can be sold off.

The wider objection to the government decision is that if a change in the capital structure of a business is deemed sufficient grounds for an investigation, why limit the commission to highly-leveraged takeover bids? Leveraged management buy-outs of companies with large market shares and exchanges of equity for debt – by a share repurchase or special dividend – should also be referred.

More fundamentally, why do the OFT, the DTI and the Bank of England persist in focusing exclusively on the dangers of excessive debt, rather than excessive equity? High borrowings at least ensure that part of the cash generated by a company has to go in interest payments and cannot be used to fuel managerial ambitions.

By contrast, excessive equity acts as a cocoon, protecting the managers from any form of external pressure, either from investors (except in a takeover bid) or customers. The surplus cash is typically dissipated on acquisitions which boost the managers' power and salaries but add little to shareholder or national wealth. The discretionary cash is also deployed in anti-competitive practices such as predatory pricing and over-investment in plant and advertising to create artificially high entry barriers. Most common of all, excessive equity encourages endemic corporate slackness, waste and insensitivity to customer demands.

The collective record of the TSB, British Telecom and British Gas since they were floated on the stock market with far too little debt on their balance sheets has demonstrated these tendencies.

The highly-leveraged takeover bids, buy-outs and exchanges of equity for debt in the US over the last five years have boosted shareholder wealth substantially, mainly as a result of the subsequent gains in the companies' operating efficiency and the cutting of slack. Even the greenmailers, who force corporate managers to buy in shares for debt, have contributed to these gains (while seizing an excessive share for themselves).

What is most disturbing is how completely the UK regulators seem to have been captured by the lobbyists of corporate management with their self-serving anti-debt slogans. A paper on share repurchases just published by the Bank of England's City capital markets committee thrice raises the spectre of greenmail, as if the mere invocation of an evil-sounding name obviates the need for an analysis of its costs and benefits.

Shareholders can only hope that, in its report on the Ranks bid, the commission challenges such outdated prejudices.

LETTERS

The UK still has too few small firms

From Mr Brian Kingham.

Sir, "Subsidies for small firms" (Leader, August 10), is uncharacteristically limited in its assessment.

You comment on two aspects of small firms encouragement raised by the Audit Commission's recent report: the enterprise allowance scheme designed to help the unemployed into self-employment and small business; and the loan guarantee scheme.

The enterprise allowance scheme, far from being (as your article proclaims) a subsidy to small firms, is a pragmatic, cost-effective approach to creating a pathway for a not insignificant number of unemployed people, some of whom already display notable enterprise by indulging in various forms of "moonlighting." It provides modest help during the first difficult year of setting up a business.

The cost to the Exchequer of an unemployed person is approximately £7,500 a year – and to suggest that the enterprise allowance (at £2080 a year) is a subsidy does not add up. Without even taking into account National Health Service (NHS) contributions and income tax, surely it is a reverse subsidy: the unemployed opting to take less from the Exchequer in order to be given the opportunity to have a go at starting a business on their own. The existence of such a hunger for enterprise, and willingness to sacrifice to pursue it, is a triumph.

The loan guarantee scheme is a modest attempt to harness the benefits of a similar highly successful scheme which has operated in the US since the early 1950s. It is recognised in the US that job creation through the small business sector is both highly effective and a sound economic investment.

We need very many more initiatives like the enterprise allowance and loan guarantee schemes. The 90-plus measures the Government claim to have introduced to help small firms are all to be welcomed. Let no-one be in any doubt, however, that the element of public subsidy to the small firms sector – if it exists at all after taking account of the extra NHS contributions and income tax generated – is miniscule.

If an effective means could be found to subsidise small firms, there is an enormous prize to go for. In spite of a recent fairly dramatic increase, the UK still has fewer small firms than any major developed country. The Japanese have more than 7m such firms to our own 1.4m; the West Germans 3.4m.

Neither disparity is explained by their larger populations. Small firms play a crucial part in contributing to the flexibility and vitality of these successful economies, not least in Japan, in acting as highly efficient and responsive subcontractors to the major manufacturers.

In the long run, it is the small firm in the UK which offers the only convincing solution to unemployment, and the birthplace of tomorrow's larger firms.

Brian Kingham,
31 Carlyle Square, SW3

Trains seem designed for strain

From Mr Henry Law.

Sir, Alice Rawsthorn's article on British Rail's design for quality (August 11) refers to the re-thinking of everything in the design of its InterCity trains; "from the space between the seats to the colour of the carpets."

Regular users of InterCity trains will be aware that in the latest re-furbished stock "re-thinking" the space between the seats has meant pushing them closer together; today's InterCity carriages now provide standard class passengers with 30 per cent less space than the third class carriages built in the 1950s.

The trains of 30 years ago had the further advantage that the arrangement of seats and windows was co-ordinated so that every passenger could enjoy an unobstructed view of the passing landscape. In present-day trains the view from many seats is obstructed by bodyside panels.

The current fashion for filling railway carriages with banks of seats in an airline-style, uni-directional layout has also resulted in the loss of essential luggage space between the backs of seats. The only place for larger items of luggage is now in racks adjacent to the doorways. There, it is difficult to supervise; and it becomes a cause of tension and anxiety.

The article stated that "InterCity was aware of the need to enhance the experience of train travel, by making both trains and stations more pleasant." How is this achieved by cramming in more seats, eliminating secure luggage space, and depriving passengers of a view of the landscape?

Henry Law,
19 Queen Anne's Gardens,
Brighton, Sussex.

Hotol launch might be worth another look

From Mr David Sykes.

Sir, Your correspondent reports (August 15) that the £12m thought to be required to prove feasibility of the Hotol engine is probably not worth spending, in view of the unlikelihood that more than 20 engines will be required for (presumably) four operational Hotol space launchers.

Mr Alan Bond, one-time patent holder of Hotol's engine design, has announced (August 16) that he has been offered £120m from British sources to continue Hotol development to a full proof of concept level.

From such researches I and others have been able to make, it does not seen that Hotol would have a serious competitor for a very considerable period. Initial indications are that the American X-30 project will take many more years to develop than Hotol because of its greater complication and size; and its research and development costs may be from four to six times those of Hotol.

If development is successful, operational Hotols available by the end of this century would command a very wide market (certainly in Europe – and it would not be the first time the UK sold Aerospace equipment to the US). Rolls Royce's estimate of 20 engines reflects a conservatism which may appeal to Rolls Royce shareholders but could be bad for Britain's future technology.

I can see the virtue, for Rolls Royce, in staying with the military and commercial jet engine business. It has been doing well with orders for civil jet engines – and it is going to get its share of the £20bn to £25bn funding needed for the European fighter aircraft.

I was closely involved with trying to sell Concorde. Long before it flew it was felt that its operating costs were going to be considerably higher than conventional subsonic jets.

It seems to be generally admitted that if Hotol succeeds it could offer operating costs only one fifth those available from pure rocket launchers, including the American Shuttle. I cannot help feeling that Rolls Royce is making a weak case against Hotol engines.

David Sykes
The White House
Onchan, Isle of Man

From Mr R.H.W. Bullock.

Sir, You report Sir Francis Tombs's forecast that demand for Hotol launchers will not exceed 20.

This brings echoes of a forecast made in my presence in the early 1950s by another chairman of Rolls Royce – that no more than 12 airliners able to fly non-stop between Britain and the US would ever be needed.

I hasten to add that of course I am not suggesting that Sir Francis's forecast is likely to prove as wide of the mark as his predecessor's.

R.H.W. Bullock,
12 Peterborough Villas,
Bogley's Lane, SW6

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FINANCIAL TIMES
Monday August 22 1988

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Janet Bush
on Wall Street

Sun sets on the heyday of drought

THE KANSAS City Board of Trade stands on Main Street in Kansas City, Missouri, just opposite a branch of the Mark Twain Bank. Its chief and most traditional function is betrayed by a huge hand-sculpted brass relief above the entrance of a sheaf of wheat.

This is the exchange which trades red wheat futures, the kind of wheat which is used almost exclusively in flour for bread, which accounts for at least 50 per cent of total American wheat exports and is the only US wheat bought by the Soviet Union.

The KBOT was founded in 1856 and is the largest hard winter wheat futures market in the world. As Mr Michael Braude, the exchange's president and chief executive officer, says: "Every time you eat a sandwich for lunch, you are consuming a commodity for which the Kansas City Board of Trade is the world's predominant market place."

Set in the agricultural heartland of America, the KBOT has found itself with mixed fortunes this year.

On the positive side of the balance sheet has been the drought, which sent red wheat futures volume soaring as grain prices and expectations reacted to each new day of dry, scorching heat and every little drop of rain in the mid-west.

On the negative side is the demise of KBOT's other major futures contract – Value Line stock index futures. Since the stock market crash last October, the Value Line pit has gradually emptied and now stands as a rather forlorn reminder of a promising innovation on what had been a very traditional exchange.

Volume of trading in stock index futures in general has fallen sharply since the crash, but the Value Line futures have perhaps been hit harder than competing contracts on other exchanges such as the widely-used and high profile Standard & Poor's 500 contract, traded on the Chicago Mercantile Exchange.

Ms Sandra Pennington, the exchange's articulate marketing vice president, says that volume in the Value Line futures pit is down around 70-80 per cent.

Going into the crash, this contract was the smallest stock index instrument. The Value Line contract, launched in 1982, represented an index of 1,700 shares and was the least blue chip of all stock index contracts. It was thus less popular during the blue chip bull market of the 1980s. Volume in the contract peaked in 1986 and then started sliding.

In theory, the Value Line's inclusion of many second tier and smaller stocks should have made it well suited to trading since the crash, where blue chips have under-performed secondary issues.

But, such has been the backlash against stock index futures that the Value Line pit has never filled again.

Mr Mike Farmer, whose father and grandfather were locals at the KBOT before him, was on the original committee which formulated the idea of the Value Line contract. "I would still like to be trading Value Line contracts if things picked up," he said.

The Value Line contract, which will not be delisted despite current low activity, was part of an attempt at diversification at the exchange which served it well in the years when the wheat market had stagnated.

The exchange is even now working on another contract. Little is known about it except that it will not be a financial or stocks-related contract but will relate to an agricultural commodity.

After the burst of volatility during the drought, even the wheat pit is now expected to quieten down. For years, the wheat market stagnated because market prices were invariably below the prices offered by the Government to beleagured farmers – no risk, no need for futures.

Things picked up when the Government started giving export subsidies which loosened up another demand sector. Now, however, the Government is working out a drought relief policy. Ms Pennington said initial signs seemed to suggest that, given short supplies of wheat to feed the domestic market, the Government was tending not to encourage export subsidies.

Traders are concerned that their export markets may close up again without Government encouragement. That could mean quieter times ahead for the wheat pit in Kansas City. The heyday of the drought is over.

Solidarity leader awaits government proposals

Walesa postpones strike

By Leslie Colitt in Jastrzebie

MR LECH Walesa, the leader of Solidarity, Poland's banned free trade union, said last night that he had delayed plans for a shipyard strike which would have swollen the country's growing number of labour disputes because the government had indicated it had proposals for ending the stoppages.

The disputes, which have badly hit Poland's mining industry, now involve more than 15,000 workers directly around the country.

The centrepiece of Solidarity's demands is that the illegal trade union, which in its heyday posed a serious challenge to the authority of the Polish government, should be recognised.

Speaking at a 3,000 strong rally outside St Brygida,s church in Gdansk, where the union was spawned by strikes in 1980, Mr Walesa said he had received unspecified proposals from the authorities via a third party.

He said on Friday that he would call a strike at the Lenin shipyard, if Solidarity was not recognised by Monday.

Dockers in Szczecin have come out in sympathy with the miners and defied governmentorders to return to work or face drastic penalties.

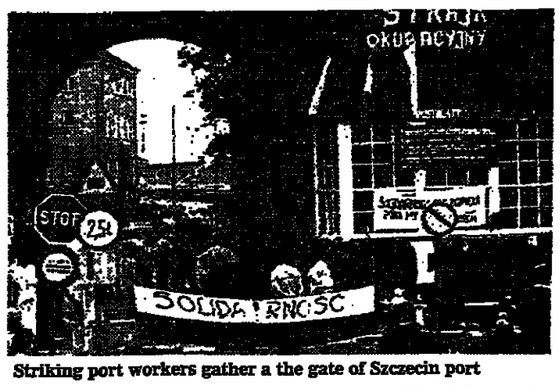
General Wojciech Jaruzelski, the Party leader, held an emergency meeting over the weekend and an announcement afterwards said "appropriate measures" would be taken to deal with the widening strikes. However, last night no details of what action the government proposed to take had been announced.

There were few clues either on how seriously the government viewed the growing stoppages.

Some 67,000 are thought to have been idled as a result of the the stoppages.

One government official said the demands ofthe strikers were "totally unrealistic".

There are fears that the mines in Jastrzebie, where the stoppages started almost a week ago on August 16, could grow into as powerful a symbol for Solidarity as the Gdanks shipyard did in 1980 and 1981.



Striking port workers gather a the gate of Szczecin port

Some 3,000 miners are now holding out in Jastrezbie, a figure which has swollen from 1,200 originally.

Unlike Gdansk there are no flowers or crosses allowed on the padlocked main gate of the Manifest Lipcowy mine. Throughout the day wives and mothers come on foot bringing warm meals wrapped in towels for the strikers inside the mine buildings.

Young policemen look on as the women hand the bowls to their men who joke and show no trace of apprehension despite the government's series of escalating ultimatums.

The older miners were present when the Jastrzebie Agreement was signed on August 30 1980 ending the wave of strikes which had paralysed Poland's southern coal mining region.

The highly-paid coal miners were late in striking in 1980, but offered bitter resistance after martial law was imposed in December 1981.

Jastrzebie, a new "socialist city" of 200,000 with peeling concrete slab housing blocks is, like Gdansk, a melting pot of Poles from the entire nation. The population is young, vigorous and not easily cowed.

But the strikers show no overt sign of hostility as the lollin the sunshine, leaning out of windows and waving to their families on the outside. They say they will continue the strike – which is entering its second week – indefinitely.

A long column of police riot trucks stands on the main road leading into the city and there were unconfirmed reports of troop deployments in the area.

The men still sleep on bare concrete in the same dark blue work clothes they donned for the night shift that began the strike last Monday.

Younger miners have torn up official fly leafs ordering them to return to work immediately

Polish miners are exempted from national service as coal is the nation's lifeblood and its largest earner of hard currency.

As in Gdansk in 1980 strikers at Manifest Lipcowy mine have their local priest, Father Stefan Czarnecki, solidly behind them.

Father Czarnecki, an ardent supporter of Solidarity, is said to have given shelter in his sprawling modern church overlooking Jastrzebie, to several Solidarity activists.

The authorities retaliated by cutting off the church's telephone and telex line and posting police and security cars near the church.

Distress claim against insurers overruled by Californian court

BY NICK BUNKER IN LONDON

INSURERS in the US have won a nine-year struggle to overturn a landmark legal ruling which allowed accident victims to sue insurance companies for damages caused by the emotional distress of waiting for a claim to be paid.

The California Supreme Court decided late last week in San Francisco to reverse its 1979 decision in the Royal Globe case which, insurers alleged, had been responsible for escalating claims and costly litigation.

Some lawyers interpreted the decision as an indicator that the judiciary in California – long regarded as the most liberal in the US – has shifted towards taking a more favourable attitude towards the insurance industry.

Mr Roy Wetherup, an attorney with Haight, Brown and Bonesteel, a Santa Monica law firm acting for Fireman's Fund, the US insurance group which won last week's ruling, said: "In every injury case in California the plaintiff cites the Royal Globe decision."

The ruling has come at a politically sensitive time, however, because the California Trial Lawyers' Association and consumer groups are locked in battle with the insurance industry over the soaring price of motor insurance in the state. The trial lawyers are already trying to have the Royal Globe decision made statutory and will be outraged by last week's Supreme Court move.

The original 1979 Royal Globe decision arose from a case involving a US subsidiary of the UK's Royal Insurance. Royal Globe was sued by a person who slipped and fell in a California supermarket insured by the company.

The decision in the case gave injured third parties the right to sue insurers under local unfair trading practices laws if they failed to settle a claim promptly.

Mr Stephen Ashley, a San Francisco attorney, said that this allowed injured parties the right to recover two lots of damages from the insurer; first, the actual injury claim, and then a second claim for pain and suffering

"The utility of it for the plaintiffs' attorneys was that it gave them leverage over the insurer in settlement talks," he said. "The threat was always lurking in the background that if the company didn't pay quickly the third party would sue under Royal Globe."

The Royal Globe decision caused legal controversy throughout the rest of the US, and it was applied in only four other states – Connecticut, Montana, North Dakota and West Virginia – because it appeared to give plaintiffs too broad a right to sue insurers.

Legal developments in California are highly significant for the whole US property/casualty insurance market because the state accounted for 15 per cent of the industry's $198bn of premiums in 1987.

Leaders of Afghan resistance given US arms pledge

By David Housego in Islamabad

MR GEORGE SHULTZ, the US Secretary of State, has personally assured Afghan resistance leaders of continuing US military support in the wake of the assassination of President Zia-ul Haq of Pakistan.

He told them: "You know how much we admire what you do and we will continue to support you."

Mr Shultz was lobbied by representatives of the resistance as he was leaving President Zia's funeral in Islamabad on Saturday. They expressed fears that the death of President Zia-ul Haq could lead to a reduced flow of arms to guerrilla groups.

Mr Gulbuddin Hekmatyar, speaking for the seven-party alliance which makes up the resistance movement, asked for more weapons and said that with President Zia's death, "we feel your responsibilities have increased."

Mr Shultz said: "We will do all we can to see that you, and we, succeed."

The Geneva Accords on the withdrawal of Russian troops from Afghanistan stipulate that US assistance to the guerrillas will cease when the Soviet Union stops providing military aid to Kabul. The accords also forbid the use of Pakistan as a base for resistance activity.

Several hundred thousand people came to see President Zia buried in the grounds of the newly-inaugurated King Feisal Mosque in Islamabad. It is thought that his death may make possible substantial change in Pakistan's domestic political landscape, and in the longer term, a shift of emphasis in its Afghan policy.

At a press conference after the funeral, President Ghulam Ishaq Khan played down the army's role in Government and repeated his pledge of elections in November with the possibility of candidates being able to campaign on a party label.

Some observers in Islamabad believe President Zia's death makes a compromise between the resistance movement and the Kabul regime more likely. Lending weight to this view, Mr Mohammad Khan Junejo, the former Prime Minister said he favoured the forming of an interim Government that brought together all the people of Afghanistan.

Mr Junejo is thought to be a strong candidate to take up the job of prime minister after elections. Mr Shultz made a point of seeing him during the visit.

In contrast to Mr Junejo's view, President Zia was, before his death, urging the resistance movement to seek a military victory in Afghanistan, to an extent that had some resistance leaders indignant at Pakistan's increasing involvement in military operations.

Over the weekend, Pakistan's new military leadership joined with Mr Shultz in trying to reassure the Afghan leaders that there would not be a demoralising slowdown in the flow of arms and support.

General Aslam Beg, chief of army staff, warmly embraced the resistance leaders at the funeral.

New leader; Page 3

THE LEX COLUMN

Coming up from down under

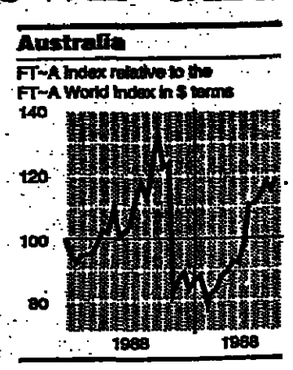
THE AUSTRALIAN stock market had the dubious distinction of being both the best, and worst, performing market at various times last year. But so far this year its performance cannot be faulted. In a period when rising world interest rates have injected considerable uncertainty into the outlook for the world's major bourses, Australian share prices have continued to move ahead. By the end of last week the Australian All ordinaries index was less than 20 points shy of its 1988 peak and the FT-A Australian index, measured in sterling terms, has shown a rise of close to 60 per cent so far this year.

Although buoyant commodity prices – particular wheat and wool – are par of the explanation, and foreign investors have been helped by the steady appreciation of the Australian dollar, the strength of the Australian market has caught many global investors off-guard. The trigger for the recent rally was last May's mini-budget when corporate taxes were cut, and changes in pension fund taxation led to a surge in demand fromdomestic institutions for the franked income of companies like BHP and the big banks.

This comes at a time when corporate profitability is already rising rapidly. Bain & Co, for example, estimates that over the next few weeks, when the bulk of the Australian corporate sector will begin reporting their annual figures, industrial companies are likely to show average earnings growth of 20 per cent, while resource companies will show average earnings gains of well over 50 per cent. The tax cuts should help industrial companies, at least, to boost their earnings by a similar amount in the current year.

Tomorrow's Australian budget is unlikely to have anywhere near as dramatic an impact on Australian equities. Nevertheless, there will be a number of pointers, such as the size of the budget surplus, and any indication of the scale of planned foreign debt repayments, which could boost sentiment. The Government, which would dearly love to regain the country's Triple A credit rating, will underline the healthy state of the economy. Meanwhile, the bigger the budget surplus the more room it has to use tax cuts next year as a way of ensuring continuing wage restraint, while increasing its chances of re-election.

All of this is relatively good news for Australian equities and the prospective multiple of 9 for the industrial sector does not look particulalrly demanding by historical standards.



However, there are a number of reasons for adopting a relatively cautious stance. The Australian dollar is at its highest level for two and a half years, and any further appreciation could be damaging. In addition, efforts to curb global inflation will work against Australia's commodity exporters, particulalrly if they increase the risk of a serious recession.

Traded options

The Monopoly and Merger Commission's sudden interest in the price of bread can be presumed to please all sorts of people, but none more so than the officials of the London Traded Options Market. Last month they launched a new product: limited life traded options, designed to exploit the volatility of bid stocks. But when they chose to experiment with RHM, the market questioned whether a bid which seemed so unlikely to be referred would generate enough volatility to make the options look interesting.

Buying options on the share was relatively cheap as a result; and those who spent a sage 11p or 12p for a September 460p put option three weeks ago must now be thinking that, as insurance policies go, that was cheap indeed. For when RHM's shares fell 50p to 403p on news of the MMC reference, they could sit back and enjoy watching the red on the screen; their capital gain was not at risk, and the value of the option itself had more than quadrupled. The LTOM could scarcely have hoped for a better advertisement for a product which can take some of the pain out of bid situations, without destroying the pleasure.

British Gas

The market's attitude towards British Gas tends to be as unshakeable as the company itself, and the feelings aroused by the imminent MMC verdict on its industrial gas pricing are a case in point. Indeed, reports that the company's effective monopoly in the North Sea gas market is about to be forcibly broken, have if anything served to boost the share price. The market seems to be relieved that British Gas will apparently be allowed to go on operating a largely opaque pricing system for its industrial customers, and regards any other provisions that the MMC may suggest as mere details.

Such complacency may not be as foolish as it seems. For one thing there is much in the small print that could substantially weaken any proposed change in the rules. Even if British Gas were prevented from buying more than 90 per cent of any North Sea field, the long lead times involved would postpone any effect on its earnings for several years. Longer term, such a move could be critical if the claims about the extortionate gas prices it charges industrial customers are to be believed. And that is something that both shareholders and potential competitors will soon find out, if British Gas is forced to provide a more helpful break-down of its results.

Hard Rock

Some shares are created more equal than others. That is what two-tier voting structures are all about and Hard Rock's "A" shareholders can be forgiven for complaining that they are being discriminated against as a result. Pleasurama is offering them 100p for their restricted-voting shares, while ordinary shareholders receive 132p; but some forms of discrimination are more justified than others, too, and this form is hard to quarrel with. Takeover Panel rules require that Pleasurama make a comparable offer for all classes of shares, and because the "A" shares have tended to trade at a hefty discount, the offer price is similarly reduced.

The largely American shareholders are understandably annoyed that, having stumped up $16 each for five-unit ADRs just over a year ago, they are now being forced to sell out at around $8.50. They might, however, have thought of that when subscribing for shares which represent 28 per cent of the equity but under 4 per cent of the votes – virtually ensuring that the shares would trade below the ordinaries. Their faith in the Hard Rock directors was touching, but apparently misplaced; others who consider becoming second-tier citizens may wish to take note.

Hunt brothers manipulated market

Continued from Page 1

tecting investors against market manipulation."

Lawyers defending the Hunt brothers were unavailable for comment.

Two of the brothers – Mr Bunker Hunt and Mr Herbert Hunt – were found liable on all counts, including racketeering. The third brother, Lamar, was found guilty on all counts except racketeering.

Also found liable were Mr Mahmoud Fustock, a businessman and brother-in-law of the crown prince of Saudi Arabia; the International Metals Investment Company, incorporated in Bermuda and jointly owned by Bunker and Herbert Hunt; and two Saudis, Mr Mohammed Aboud al-Amoudi and Mr Ali bin Mussalem.

The Hunt brothers have always maintained that their huge purchases of silver and silver futures contracts in late 1979 and early 1980 were not part of a conspiracy.

However, the Manhattan jury clearly believed that the brothers had coordinated their purchases to drive up the price of silver.

The brothers became victims of their own market manipulation, sustaining estimated losses of more than $2bn when panic selling of silverware and jewellery by investors seeking to take advantage of vastly inflated silver prices led to a glut and bullion and futures prices collapsed.

Although the Hunt brothers have placed a family trust in bankruptcy in an effort to protect themselves from damages awards, they are still believed to have a large personal fortune which has never been put under protection of the US bankruptcy code's Chapter 11.

US regulators rescue thrifts

Continued from Page 1

Federal regulators were forced to tackle the eight thrifts themselves after takeover bids from new investors were deemed too low. Investors were very wary of the deep financial and legal problems of the thrifts, some of whose former executives have already been indicted for fraud.

The bale-out is the largest ever undertaken for a US thrift or bank.

The new Sunbelt has some $6.9bn of assets

WORLD WEATHER

		°C	°F			°C	°F			°C	°F			°C	°F
Ajaccio	S	27	81	Dubrovnik	S	29	84	Malta	F	31	88	Rhodes	S	28	82
Algiers	S	32	90	Edinburgh	F	16	61	Manchester	C	15	59	Rio de J'o	C	33	91
Amsterdam	C	17	63	Faro	S	32	90	Manila	F	34	93	Rome	F	29	84
Athens	F	36	97	Florence	S	28	82	Melbourne	R	11	52	Salzburg	C	17	63
Bahrain	S	38	100	Frankfurt	R	23	73	Mexico City	C	23	73	San Francisco	C	21	70
Bangkok	F	31	88	Funchal	F	24	75	Miami	S	27	81	Seoul	C	28	82
Barcelona	R	18	64	Geneva	R	21	70	Milan	S	26	79	Singapore	C	30	86
Beirut	F	33	91	Gibraltar	S	30	86	Montreal	C	22	72	Stockholm	F	20	68
Belfast	C	13	55	Glasgow	F	15	59	Moscow	F	16	61	Strasbourg	F	19	66
Belgrade	F	36	97	Guernsey	F	17	63	Munich	C	18	64	Sydney	F	23	73
Berlin	C	20	68	Helsinki	R	15	59	Nairobi	C	20	68	Taipei	F	37	99
Biarritz	C	19	66	H. Kong	F	30	86	Naples	S	30	86	Tangier	F	25	77
Bombay	F	30	86	Innsbruck	C	15	59	Nassau	C	31	89	Tel Aviv	F	32	90
Bordeaux	C	17	63	Inverness	C	13	55	New Delhi	C	28	82	Tenerife	S	27	81
Brussels	R	15	59	Islamabad	-	–	–	New York	S	20	68	Tokyo	F	31	88
Budapest	C	23	73	Istanbul	F	31	88	Nice	C	26	79	Toronto	F	23	73
B. Aires	F	21	69	Jakarta	F	33	91	Nicosia	S	41	106	Tunis	S	34	93
Cairo	F	37	99	Jersey	C	15	61	Oporto	S	22	72	Valencia	C	26	79
Cape Town	-	–	–	Jo'burg	F	22	72	Oslo	S	19	66	Venice	F	28	82
Caracas	R	25	77	Lima	C	17	63	Paris	R	19	66	Vienna	F	18	64
Casablanca	F	25	77	Lisbon	S	23	73	Peking	S	28	82	Warsaw	F	29	84
Chicago	C	28	83	London	C	15	59	Prague	F	18	64	Washington	-	–	–
Cologne	F	19	66	Los Angeles	C	25	77	Reykjavik	R	10	50	Zurich	C	17	63
Copenhagen	F	21	70	Luxembourg	R	16	61								
Corfu	S	30	86	Madrid	C	34	93								
Dallas	S	27	81	Majorca	C	28	82								
Dublin	C	15	59	Malaga	S	29	84								

Readings at mid-day yesterday

C-Cloudy D-Drizzle F-Fair Fg-Fog H-Hail R-Rain S-Sun Sl-Sleet Sn-Snow T-Thunder

Bush gains despite row

Continued from Page 1

vote for for President. Mr Dukakis had been ahead in most polls in recent weeks, although the gap was narrowing in the week before the convention.

Mr Bush, campaigning in the Midwest with Mr Quayle by his side, told a rally in Columbus, Ohio, on Saturday that the controversy over his service in the National Guard was "behind us."

In his first public comments on the controversy, he said the American people liked fair play and respected the way "the man stood there and answered questions."

Mr James Baker, his campaign chairman, conceded on Thursday that the selection of Mr Quayle had done some damage to Mr Bush's presidential election campaign.

The questions about Mr Quayle relate to his enlistment in the National Guard in 1969 and whether he used the connections of his wealthy publishing family to reduce the risk of being sent overseas to fight. At that time, national guardsmen were not being sent to Vietnam.

Mr Bush's decision to stick by Mr Quayle has paid off so far, but it has left Mr Bush on the defensive

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FINANCIAL TIMES
COMPANIES & MARKETS
Monday August 22 1988

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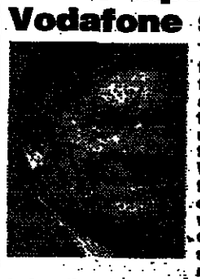
BUILDERS MERCHANTS

INSIDE

Racal taps into Vodafone success



The success of its Vodafone unit has provided the springboard for UK electronics group Racal to challenge other mobile telecommunications sectors. Gerry Whent (left), chairman of the Racal Telecommunications Group, is faced with the costly assembly of further intricate infrastructure - and perhaps many years of losses - before the success of expansion plans in Britain and continental Europe can be determined. Page 19

A call to cultural revolution

Under intense competitive pressure, many European and US companies have launched ambitious improvement drives, only to see them founder on internal resistance from workers and managers. Christopher Lorenz, in the Business Column, examines why the only solution to the problem may be fundamental changes in corporate culture. Page 30

Playing safe with Eurobonds

Corporate borrowers' share of the dollar Eurobond market has been declining steadily since 1985, falling to less than 15 per cent of all dollar borrowings in the months following October's stock market crash. In 1988, with few exceptions, only household names have proved attractive enough to overcome investor insecurity about credit quality and liquidity. Page 16

Conservative stand on capital

Canadian bankers argue the Government has been excessively conservative in establishing a local version of new international capital standards, which will affect all domestic and foreign-owned banks from November 1. The president of the Canadian Bankers Association says the institutions will be at a disadvantage against US, British and Japanese counterparts. Page 18

Market Statistics

Base lending rates	28	Money markets	28
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London share service	23-25	World stock mkt indices	27

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Bowater	19	Internatio-Mueller	16
NFI Elect	19	Pakhoed	16
Runciman (Walter)	19	Power Corp	16
Overseas		Ranger Oil	16
Amic	16	Standard Chartered	16
Bond Corp Int	16	Vesta	16
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Liners embark on long voyage to prosperity

Kevin Brown examines the social and financial upheaval in the world cruise market

Cruising is in danger of losing its social cachet. More than 3½m people will take a holiday at sea this year, twice as many as six years ago. If forecasts are right, the North American market alone could hit 12m by the end of the century.

It was growth prospects on this scale which prompted last week's attempt by Carnival Cruise Lines, the third biggest operator, to buy 36 per cent of Royal Admiral Cruises, the second biggest.

But the Carnival bid was only the latest stage in a game of leapfrog as the big players seek to consolidate their dominant position, and smaller companies look for a way of staying afloat.

The shake-out began earlier this year, when New York-based Home Lines Cruises sold one of its two ships to Premier Cruise Lines of Florida, and the other to Holland America Line of Seattle.

Royal Caribbean Cruise Line (RCCL) and Admiral Cruises, both based in Miami, then merged and created a fleet of eight ships and nearly 9,000 berths, under the name Royal Admiral Cruises.

The merger briefly propelled Royal Admiral to the top of the world cruising league with seven ships and just over 8,000 berths.

Within months, the UK's Peninsular and Oriental Steam Navigation (P & O), had tied up a $210m deal to merge its Princess Cruises subsidiary with Sitmar Cruises of Los Angeles.

With the inclusion of the liner Canberra, which is marketed separately, the deal gives P & O a North American fleet of 10 ships and 9,770 berths. This will expand to 13 ships and 14,440 berths by 1991.

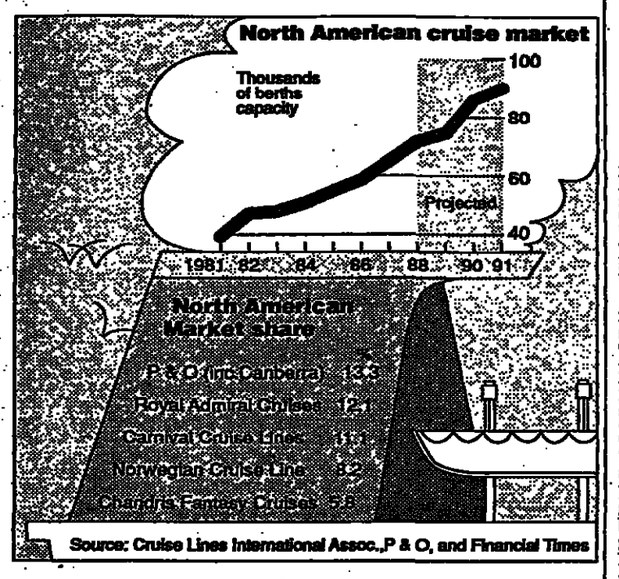
The latest phase in the shake-up was announced last Wednesday when Gotaas-Larsen, the Bermuda-based bulk shipping group, said it had agreed to sell its 36 per cent stake in Royal Admiral to Carnival.

The deal could yet be blocked by Norwegian shareholders in Royal Admiral, who say they have a right of first refusal over the Gotaas-Larsen stake. But if Carnival wins control it will have a combined fleet of 15 ships and over 17,000 berths.

The cruise industry has its roots in the transatlantic passenger liners operated between the wars, which cruised the Caribbean in the winter, when the ships could not be operated in the north Atlantic.

They do not mention it much at Cunard, but the mass market was virtually invented by Adolf Hitler in 1935, when 120,000 Germans went on voyages to Norway and Portugal as part of the Nazi *Kraft durch Freud* (strength through joy) programme.

After World War Two, Greek and then Norwegian owners took up the running. Second hand passenger ships could be bought relatively cheaply, and there are few of the regulatory or capacity restraints which affect other transport sectors such as the airline industry.



Source: Cruise Lines International Assoc., P & O, and Financial Times

Most of the new entrants concentrated on North America, which accounts for at least 75 per cent of available berths, and is expected to carry 3m people this year. As a result, the market has become fragmented, with 37 companies operating from North American ports, many with just one ship, and most with less than three.

At the same time, increasing affluence has created a market for cheap cruises, usually of less than seven days, for people who could not previously have afforded a holiday at sea.

Mr Arnulf Hader, cruise analyst at the Institute of Shipping Logistics in Bremen, says these two trends have put pressures on the bigger operators to protect themselves by running ships in all market sectors, and on the smaller companies to find themselves a market niche.

Mr Dan White, of County NatWest, the doyen of London shipping analysts, says demand expanded at more than 11 per cent a year in the North American market between 1981 and 1986, and is likely to continue to expand at an annual rate in excess of 10 per cent.

This substantially exceeds growth in supply, which is estimated by the Cruise Lines International Association, the industry's trade body, at 7.7 per cent a year up to 1987 and 8.1 per cent up to 1992, after taking account of new ship orders.

There are no bears in the cruise industry. Mr Jim Davis, a director of Kleinwort Benson, and a former cruise executive, warned two years ago that the industry might be heading for the same fate as as the tanker sector, which sank into deep recession in the early 1970s partly because no-one believed the preceding boom years could ever end.

Now Mr Davis says he is "a qualified bull," conceding that the industry has shown a remarkable facility to sustain expansion. "I hope I shall continue to be proved wrong, but I shall continue to preach caution." he says.

Mr Kirk Lanterman, president of Holland America Line, and *chairman of the Cruise Lines* International Association, says the cruise industry has "come of age" in the 1980s.

"The industry today is, for the most part, well-financed and well-managed.

"The lines that will stay healthy and survive are those that either become larger in order to capitalise on the economies of scale or they will become smaller, specialised boutique lines."

Mr Lanterman says Holland America Line is not being stalked by another operator, as far as he knows, but admits to regular talks with other companies. "Our plan is to stay independent, but it would seem to be a little more difficult than it could be," he said.

Volatility draws the crowds in the Rockies

Anthony Harris in Jackson Hole, Wyoming

A DUKAKIS administration would certainly be advised to impose a new tax on stock trading. Even if Mr Bush wins the election in November, a Democratic Congress may well go ahead on its own, since the idea has already been floated by the Speaker of the House Jim Wright some time ago.

It is not clear who thought of it first but another long standing supporter is Professor James Tobin, the father of financial economics, and he says that the idea really comes from Keynes's analysis of the financial markets published 55 years ago. The idea is to discourage short-term speculation by making it more costly; and Professor Tobin also proposes an ingenious speculative gains tax, which would not only be at a higher rate than capital gains tax, like the old Selwyn Lloyd tax in Britain, but would allow no offsetting of short-term losses. Professor Lawrence Summers, Mr Dukakis's adviser, clearly shares Tobin's distaste for speculative markets, and admires his proposal.

It may seem strange that this news should come from a mountain resort in Wyoming; but it is here that the Federal Reserve Bank of Kansas City holds an annual conference on a major policy question. The record of past conferences, and the astounding beauty of the setting, now attract a veritable summit conference, a near-quorum of the Federal Reserve Board, a Who's Who of Wall Street and a faculty of professors.

Professor Tobin confessed himself a Jackson Hole groupie, and he was not the only one. All that was lacking was a senior adviser from the Bush camp, but Mr Richard Darman and Professor Michael Boskin had a previous engagement in New Orleans.

The setting was in fact oddly appropriate for a meeting on financial volatility. It is dominated by the skyline of the Grand Teton range, which looks like the chart of a market convulsion. To the north, the sky was grey with the smoke of the great fires in Yellowstone National Park. Some read this fire as an example of a self-perpetuating disaster; others shared the view of the Parks Adminstration that it is a process of creative destruction, which enables the forest to renew itself. Joseph Schumpeter thought this was a necessary part of economic evolution, too. In the present context, markets investors and governments should get shocks from time to time.

Do market accidents, like the one last October, cause any harm if they are properly managed? More fundamentally, do free, competitive financial markets cause any good to the economy at large, even when they are functioning rather more smoothly? Perhaps the most interesting outcome of this meeting was the fact that nobody offered even to try to prove that financial markets matter much. The best their defenders could do was to suggest that the burden of proof rested with those who said they did not, which is remarkably lame.

It does look as if, in America, financial freedom is going the way of free floating and of monetarism - one of yesterday's fads. Despite the renewed efforts of Professor Milton Friedman to revive both these ideas, the intellectual climate in the US now appears ready for intervention and control. This is not a party matter. The new Treasury Secretary, Mr Nicholas Brady, went on arguing for the controls he proposed in his report on the October crash right up to his appointment, although they had been rejected out of hand by the Administration.

Mr Brady's main proposals (trading pauses, and higher reserve requirements in the futures markets) were handled pretty roughly by this conference; but there was no consensus on anything else, either. Mr Lyle Gramley, a Fed Governor of the Volcker era, summed the discussion up bluntly: "We have been faced with three questions: What causes financial market volatility? How much harm does it do? and what measures might reduce it? We have given a clear answer to all three: We don't know."

This is true, but also unfair. First, the mystery was not so much that nobody could explain why prices are volatile, but that there were too many explanations on offer. All of them were suggestive, but all were unproved.

Mr Lou Margolis, who runs equities and futures for Salomon Brothers, said that investment houses could not afford to stabilise the market as they did in the days of fixed commissions (and as the Japanese still do); but nobody suggested restoring the old cartel. Other blamed the changes in company finance; if markets were dominated by takeovers and equity buy-ins, prices would not reflect fundamentals. Three professors, however, argued that the buy-ins and buy-outs reflect a very healthy trend to return control to managers rather than outside shareholders (a view known, for reasons which escape me, as the back-to-the-wall theory). Still others blamed unbalanced government policies, which made the fundamental themselves volatile. All true, and all unquantifiable.

Our own Professor Charles Goodhart, the man who subverted British monetarism with Goodhart's Law (which states that any monetary aggregate chosen as a target loses its former meaning within months) had another subversive thought to offer. If prices are volatile, he pointed out, sensible traders cannot concern themselves with fundamentals; they are bound to spend their time trying to out-guess their fellow traders. But if markets are not efficient in this sense, what is the good of them? It was a bad conference for efficient market theory, and therefore a good one for those who favour interference.

What was not clear, despite all this analysis, was whether anything needed explaining in the first place. So far as stock and commodity prices were concerned, Professor Robert Shiller of Yale presented some historic charts showing that only interest rates and exchange rates are much more volatile than they were a generation ago. No-one refuted his figures. "It's *deja vu* all over again", as somebody commented. Considering the ancient parentage of some of the ideas now coming back into fashion, that applies to the discusion as well as to Professor Shiller's charts.

Except for exchange rates. These are certainly more volatile, and all but one agreed that this is harmful; but nobody was ready to believe that it would be possible to get back to fixed rates. The practitioners from the IMF and the Bank for International Settlements like policy co-ordination; those not privileged to lecture governments seemed on balance to prefer target zones. All agreed, though, that what will actually be done is whatever the US Treasury Secretary in the next Administration is ready to accept; and if they follow their advisers, that means co-ordination rather than target zones. In other words, politicians will still prefer to try to make the rules up as they go along. It's *deja vu* all over again.

UK GILTS

Running the currency gauntlet

IN ITS modest way the OECD pointed out one of the critical problems over-hanging economic policy in Britain today: the extent to which policy has to run the gauntlet of the currency markets.

Although the authorities now appear to be in a wait-and-see mode, there was a growing feeling last week that money markets were less inclined to wait for a rise in rates, given what they saw about domestic economic activity from the figures.

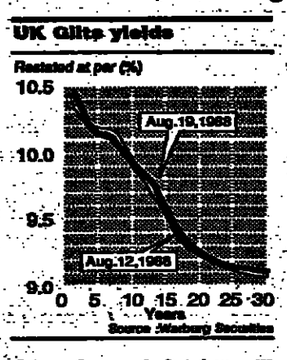
If domestic markets are getting restless, what of foreign exchange markets? Sterling has been side-lined for the past weeks and not even last week's indicators, which pointed to higher rates, managed to affect it.

One quotation is sufficient to give the flavour of the OECD's concerns.

"An abrupt change in market sentiment in response to the worsening external position, could lead to a reversal in capital flows and strong downward pressure on the exchange rate. This could result in higher interest rates, higher inflation and weaker activity than projected."

No one is suggesting that the publication of July's trade figures this week will mark the abrupt change in sentiment. There must be, however, a limit to which foreign capital will continue to flow into Britain at current prices, given a current account deficit of £5.6bn ($9.5bn) so far and probably up to double that for the year as a whole.

The limit of foreign tolerance must, in some way, be affected by the extent to which the monetary tightening shows up in the official data and the likelihood of that in turn being reflected in an improving external position. In terms of timing, that means figures for September and October will not be reported until October and November.



It is also possible that the recent tightening will not be enough to claw back growth in domestic demand sufficiently. Simulations on the Treasury's model, conducted by Mr Neil MacKinnon at Chase Manhatten Securities, suggest that interest rates in the region of 13 per cent may be required to slow domestic demand to a level consistent with long-term supply potential.

Interest rates at this level are required because of the policy "strait jacket" the Chancellor has decided to don due to his aversion to demand management. In the latter context the OECD also had some things to say. It suggested that if demand was still strong early next year the Government should adopt a restrictive fiscal policy.

The mention of a tightening was widely interpreted as a call for higher taxes next year. But a fiscal tightening can, of course, be achieved by a larger than projected public sector borrowing requirement (PSBR) surplus.

On current trends in the public finances a PSBR surplus of around £10bn, but possibly up to £15bn, is now in prospect. Expenditure may not grow by anything like the Treasury's estimate of 6 per cent, while revenues are growing by around 10 per cent compared with a forecast of 6 per cent.

Such an outturn would allow the Government to go into next financial year with a much larger PSBR surplus than it projected in March and so achieve the necessary fiscal restraint.

There is, of course, a specific gilt market implication in the improving fiscal situation. Mr Nigel Richardson of Warburg Securities points out the dramatic improvement in the PSBR means that the Bank will have to increase significantly its buying-in activities in the coming months.

He estimates that the Bank bought in about £1bn of stock with more than a year to maturity in the first quarter of the financial year. The majority of this was concentrated in the 5-to-15 year area of the market (£503m) and the 15 year-or-longer area (£286m), suggesting a shortening of the average maturity of outstanding gilt issues.

On Warburg's PSBR surplus forecast of £10bn and a continuation of the authorities' commitment to fully-fund the public sector contribution to monetary growth/contraction, the authorities may have to buy-in about £7bn over the remainder of the financial year. He says this would be too aggressive a move for the Bank to make and believes it will end up over-funding the PSBR.

There is one point to add. The Bank does not fund what the market thinks the PSBR will be; it funds the Treasury's bi-annual forecasts contained in the Budget and the Autumn Statement.

Simon Holberton

THIS WEEK

UK TRADE figures on Thursday are likely to grab most attention in financial *markets this week and may* give momentum to sterling trading.

After a series of economic statistics last week suggesting Britain's exceptional growth is not slowing, analysts expect demand for imports to continue to outstrip exports.

The MMS International consensus of forecasts is for a current account deficit of £1bn ($1.7bn) in July, unchanged from June. A larger figures could undermine the pound's recent strength and intensify speculation that base rates will have to rise still further.

Also in the UK, preliminary figures for Gross Domestic Product (output-based) in the three months to June are released tomorrow. The MMS consensus is for a 1.0 per cent rise – again showing strong growth.

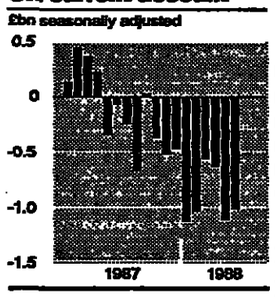
In West Germany the Bundesbank's policy-making council meets on Thursday – its first meeting after the summer break. Financial markets will be looking for any indication of a rise in interest rates.

On Tuesday, the Bundesbank is due to announce terms for the next round of West German security repurchase agreements with commercial banks. Most analysts expect the interest rate to remain unchanged at 4.25 per cent.

In the US a series of economic statistics will provide pointers to the strength of economic growth and inflationary pressures.

Gross National Product figures on Thursday are expected to show a rise of 3.2 per cent in the three months to June expressed at an annual rate, according to MMS International. The consumer price index due tomorrow is forecast to show a 0.4 per cent rise in July.

Italian trade figures for May are due this week. The Treasury will be hoping that signs of a falling deficit, which emerged in April, continued into the following month, after a steeply rising trend in the first quarter.



At L665bn ($474m), the April balance of trade deficit was less than half that of April 1987, but the accumulated four month deficit was L7,130bn compared to L5,371bn the year before.

Other statistics and events due this week (with MMS consensus forecasts in brackets) include:

Today: West German money supply figures expected.

Tuesday: Australian budget. UK Central Statistical Office publishes Balance of Payments, 1988 edition (the Pink Book). US advanced report on durable goods for July (-4.0 per cent). US two-year Treasury note auction.

Wednesday: Cyclical indicators of UK economy. US ten-day car sales. US five-year Treasury note auction.

Thursday: UK National Institute of Economic and Social Research economic review. UK new vehicle registrations in July.

Friday: Australian current account for July. US personal income and consumption for July (0.7 per cent and 0.8 per cent respectively).

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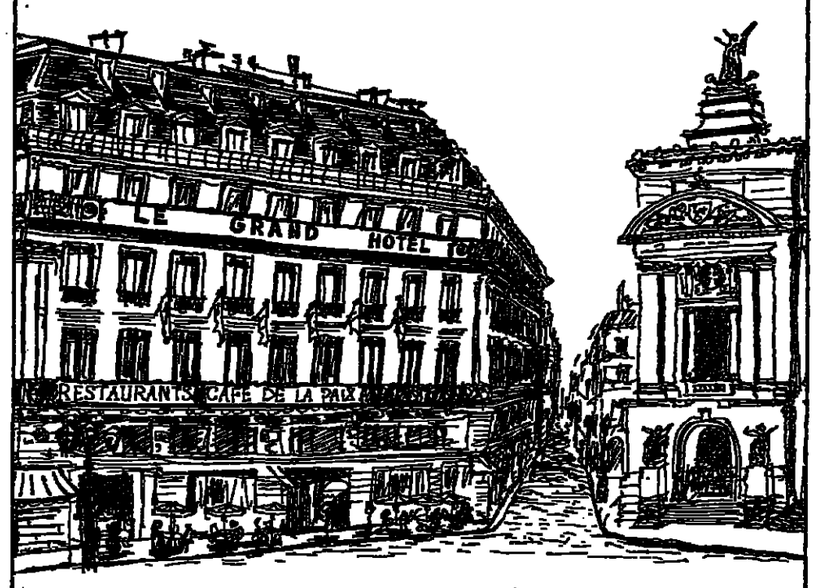

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AGAIN AND AGAIN

EUROCREDITS

RHM bid referral mixes City emotions

THE GROWING role of bank finance in British corporate takeovers has become an increasingly emotive subject. So the decision last week to refer Goodman Fielder Wattie's £1.7bn bid for Ranks Hovis McDougall to the Monopolies and Mergers Commission was greeted by bankers in the City of London with a mixture of surprise and relief.

The surprise resulted from the decision to refer this deal when more highly leveraged financings have passed unremarked on, and because of the confusing wording of the explanation for the move. There was relief because some bankers have grown concerned that banks are going into too many high-risk deals and this would allow time to take stock.

The DTI said the reference was because of the "possible effects on competition, especially in the market for bread, arising out of the financing of the proposed acquisition."

The participation of banks in UK acquisition financings reflects a change in approach by banks in London.

In the old days, a bank would finance a takeover based on the value of the corporate assets being acquired. These days, in a practice imported from the US, the bankers' buzzword is "cash flow." They argue it is cash flow – in simple terms, revenues minus costs before tax – which pays the banks' interest bills.

Lending on a cash flow basis requires greater sophistication than asset-based lending. Indeed, the information packages for the £1.7bn financing for the now-lapsed Goodman Fielder bid contained a floppy-disc so that potential participants in the loan could run their own assumptions about RHM's business through their own computers.

The reason that mergers and acquisition financing is so popular among banks is the razor-thin returns on more conventional corporate credits. The danger is that banks are digging their hands too deep into the M&A barrel at a time when the UK's eight-year economic boom looks like it might be juddering to a halt.

The contrasts in margins between M&A and other lending was again underlined last week. Mr Robert Maxwell's $2.37bn bid for Macmillan, the US publisher, will be backed by two syndicated financings.

One, arranged by Crédit Lyonnais, for $1.2bn to the Maxwell Communication Corporation, the parent company, is for five years with a margin of ⅝ point over London interbank offered rates. The other, to Mills Acquisition, the US acquisition vehicle, is for a year with a margin of a maximum 1¼ per cent. On the other hand, a seven-year $150m revolving credit being syndicated by Citicorp for SKF, the Swedish bearing maker, carries a facility fee of 0.05 per cent (5 basis points), a margin over Libor of 5 basis points and utilisation fees of 2½ basis points if more than one-third drawn and 6¼ basis points if more than two-thirds drawn.

Barclays de Zoete Wedd is arranging a £250m multiple option facility for Plessey, the UK electronics company, of which £200m is underwritten. It carries a margin of 12½ basis points, an underwriting fee of 5½ basis points, and a utilisation fee of 2½ basis points if more than half drawn. Bankers Trust New York launched a $500m Eurocommercial paper programme, arranged by its BTI London unit and with Daiwa as an additional dealer.

The Central Bank of Turkey signed a $100m programme with Saudi International Bank, BTI and Swiss Bank as dealers. Centex of the US arranged a $100m programme through County NatWest and Société Générale.

Stephen Fidler

EUROMARKET TURNOVER ($m)

	Straights	Conv	FRN	Other
Primary Market				
US$	2,076.3	0.0	100.0	9,289.3
Prev	1,517.6	143.7	0.0	8,834.2
Other	604.8	5.6	662.1	1,194.1
Prev	718.5	193.4	144.7	1,047.4
Secondary Market				
US$	14,617.1	1,203.5	3,061.2	6,215.2
Prev	12,747.6	1,311.7	7,731.7	6,206.9
Other	15,295.1	1,111.1	6,207.9	22,222.2
Prev	14,012.0	1,009.9	2,512.1	17,718.0

	Cedel	Euroclear	Total
US$	11,609.7	26,961.9	38,562.6
Prev	9,057.8	29,435.6	38,493.4
Other	20,708.1	26,594.8	47,302.9
Prev	17,440.5	19,915.5	37,356.0

Week to August 18, 1988

Source: AIBD

INTERNATIONAL BONDS

Corporate borrowers re-emerge from the shadows

FROM THE DAY Autostrade issued the first Eurobond in 1963, corporations have been the bread and butter of the Eurobond market.

Until 1985, corporate borrowers, from the US in particular, accounted for a sizeable chunk of dollar Eurobond borrowings. Since then, their share of the market has declined steadily and in the months following the October collapse of world stock prices, corporations accounted for less than 15 per cent of all dollar borrowings.

But in the past few weeks, several corporations have tapped the market, some of them at only a few dozen basis points over rates charged to the world's highest quality borrower, the US Treasury.

"Clearly for some borrowers, there is always the Eurobond market. But the question is whether corporations can recapture the Eurobond market?" said one syndicate manager.

Last week, as the dollar survived successive onslaughts of central bank intervention, dollar-denominated issues emerged as an improving bet, if not the best bet around. The question remains whether the climate for dollars has improved sufficiently to allow corporations to raise money in European bond markets at lower rates than elsewhere.

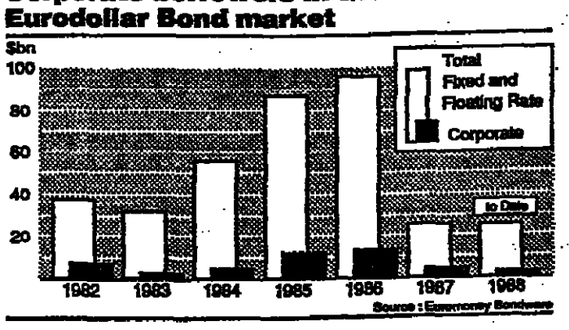
"If you can eat it, drink it, fly it or smoke it, it can borrow in the Eurobond market," said one dollar bond trader, paraphrasing what has become a market truism. In 1988, with one or two exceptions, only household names have proved attractive enough among corporate borrowers to overcome investor insecurity about credit quality and liquidity.

A review of recent borrowers in dollar Eurobonds reads like a stroll down a supermarket aisle. Sara Lee, Kelloggs Foods and Anheuser-Busch have all borrowed dollars in Europe, with spreads over Treasuries ranging from 21 to 55 basis points. And just last week, J. Sainsbury, one of the UK's largest supermarket chains, tapped the bond market, raising $200m for three years at just 46 basis points over Treasuries.

Sainsbury's, traders say, is a good case in point for those arguing that better times lie ahead for corporate borrowers in Europe. The AA-rated supermarket chain is certainly not a household name outside the UK. But Nomura, the lead manager, said it alone was able to place $110m of the total, with $40m each sold to Japanese and continental investors and an additional $30m sold in the UK. There are nine co-lead managers in the deal along with Nomura.

While several dealers said the issue had been briefly quoted at a discount of 1.45 points below issue price, bond brokers said it had not actually traded below less 1.40 bid, around its full fees of 1⅞.

Corporate borrowers in the Eurodollar Bond market



Source: Euromoney Bondware

Certainly, recent corporate issues have attempted to address what has been one of their biggest drawbacks – illiquidity. Most issues have been for $150m to $200m, not nearly as liquid as any government bond but sufficiently large to rival the liquidity of, say, supranational borrowers.

Indeed, syndicate officials concede that the illiquidity of the Eurobond market, and particularly for corporate issues, has led to demands for a yield premium to compensate for difficulties in selling. As a result, borrowers found that better rates were available in US domestic bond markets where investors are US-dollar based and do not need to sell their securities at each twist in the dollar's fortunes.

For instance, Robert LeBlanc, syndicate manager at J.P. Morgan Securities, estimates that even A-rated Xerox Corp, certainly a household name, would have to pay a spread of 90 to 100 basis points over US Treasuries to borrow for 10 years in the Eurobond markets, although it borrows in US domestic markets at a spread of only 70 to 80 basis points.

J. Sainsbury found that the Eurobond market was a cheaper source of funds than any available alternative. A finance official at the London-based chain said that because the company was not known in the US, there was no advantage to borrowing there. However, the rate achieved on last week's bond was sufficiently low to allow half of it to be swapped into floating-rate sterling at a rate well below London interbank offered rates.

Not even the highly competitive syndicated bank loan market is able to offer such cheap funding, the official said.

The other $100m, he said, is being held in dollars against dollar-denominated liabilities.

So, while international investors appear willing to accept an unfamiliar name with a top credit rating, securities houses have yet to attempt to bring back some of the larger US corporates of lesser credit quality.

Syndicate officials point out that Eurobond investors have long memories and still wince at the mere mention of some leading US utilities which borrowed heavily here, only to slide down the ratings ladder under the weight of their nuclear power plants.

Also gone from the market are US banks, thrifts and several large companies, such as Levi-Strauss whose bond ratings plummeted after a highly leveraged buyout.

Corporations have been able to tap the Eurobond market via equity-linked issues though and no one has exploited this sector more successfully than Japanese borrowers.

After a virtual hiatus of three weeks – called for after prices on some equity warrant bonds plunged to discounts of as much as nine points below issue price – the market came back to life last week. About $800m more in new securities is chalked in for this week. But all of the recent issues have demonstrably higher coupons than has been seen on any similar issue this year.

This has been necessitated by a sharp drop in the value of many of the warrants. According to officials at Baring Securities, a market maker in equity warrants, the value of some warrants has fallen to as low as 15 per cent of the composite security's par issue price, and on average are now 18 to 19 per cent of the composite value.

At the market's peak, warrants accounted for as much as 26 per cent of the composite security's value. To make up for the weaker warrant value, the return offered by the bond has to be enriched.

However, the big four Japanese underwriting firms have agreed that, for the first time ever, issues will carry varying coupons depending on the credit quality of the borrower. While the two four-year issues launched on Friday had identical coupons, several other smaller deals are to be launched this week and if the new policy is to be enforced, these will be the test cases.

Daiwa Europe launched a $500m four-year equity warrant bond for steel-maker Sumitomo Metal Industries while Nikko Securities launched a $200m issue for JuJo Paper Co, both with indicated coupons of 4¾ per cent. Sumitomo Metal's issue closed at 99.75 to 100.25 while JuJo paper ended around 97.75 to 98.50.

Euromarkets Staff

NEW INTERNATIONAL BOND ISSUES

Borrowers	Amount m.	Maturity	Av. life years	Coupon %	Price	Book runner	Offer yield %
US DOLLARS							
Sekisui House+◆	300	1992	4	4¾	100	Yamaichi Int.(Eur)	4.750
Kinki Nippon Railway◆	200	1993	5	(5⅝)	100	Nomura Int.	*
J. Sainsbury Finance◆	200	1991	3	9⅜	101	Nomura Int.	8.960
Jujo Paper◆	200	1992	4	(4¾)	100	Nikko Secs (Europe)	*
Sumitomo Metal Ind.◆	500	1992	4	(4¾)	100	Daiwa Europe	*
CANADIAN DOLLARS							
LB Schleswig-Holstein◆	65	1993	5	10⅜	101¼	Mitsubishi Fin.Int.	10.285
BNP◆	100	1991	3	10¾	101½	ScotiaMcLeod	10.245
Fin.for Danish Ind.◆◆	50	1991	3	10¾	110.63	Deutsche Bk Cap.Mkts	6.720
AUSTRALIAN DOLLARS							
Primary Ind.Bk A'tralia◆	50	1991	3	13¾	101⅝	County NatWest	13.061
Zentralsparkasse & K'bk◆	75	1993	5	13¼	101¾	Nomura Int.	12.755
D-MARKS							
Woolwich Equit.B.Soc.◆	150	1993	5	6	101⅝	UBS (Germany)	5.618
Privatbanken◆	140	1993	5	6	101	Deutsche Bank	5.764
Ind. Dev. Bk of India◆	250	1995	7	6⅝	100¼	Dresdner Bank	6.579
Dresdner Finance◆	500	1994	6	6	100	Dresdner Bank	6.000
SWISS FRANCS							
Ringer Hut Co.*★§◆	35	1993	-	½	100	SBC	0.500
Yushiro Chem. Ind.*★§◆	40	1993	-	½	100	UBS	0.500
Tokyo Tatemono Co.*★§◆	120	1993	-	½	100	UBS	0.500
Polly Peck Int. Fin.◆	125	1994	-	5⅝	100	Warburg Soditic	5.625
Fin.Cr.Ind.et Comm.*★◆	100	1995	-	4¾	101	Kredietbank (Suisse)	4.580
Commerzbank Finance◆	100	1993	-	4½	100¾	SBC	4.330
ABC Union Bk Norway*★◆	50	1995	-	5	100⅝	Bqe Paribas (Suisse)	4.892
Teikoku Sangyo Co.*★◆	60	1993	-	(2)	100	Crédit Suisse	*
Aoyama Trading Co.*★§	140	1993	-	(⅜)	100	SBC	*
ECUs							
Eurofima◆	40	1995	7	7⅝	102¼	Sanwa Bank Int.	7.205
Swedish Export Credit◆	100	1991	3	7½	101¼	Banque Paribas	7.023
Credit Suisse Finance◆	75	1992	4	7½	101½	CSFB	7.057
Aegon◆	50	1991	3	7¾	101⅜	Amro Bank	7.224
YEN							
Skopbank (Cayman Is.)◆	7bn	1995	7	0	71.277	Nikko Secs (Europe)	4.958
Soc.Quebecoise d'As.Eaux◆	6.5bn	1993	5	(a)	100.10	LTCB Int.	-
Christiania Bank (b)◆	3bn	1993	5	(b)	102	Mitsubishi Fin.Int.	-
Bergen Bank◆	5bn	1993	5	4⅞	101¾	Yamaichi Int.(Eur)	4.477
National & Prov.B.Soc.‡◆	10bn	1995	7	(c)	100.35	IBJ Int.	-
Sprint VI (d)◆	6.38bn	1993	5	0	79.39	Fuji Int. Fin.	4.724
Swedbank (e)◆	6bn	1993	5¼	7	101⅞	SBCI	6.557
National Australia Bk◆	7bn	1995	7	0	72.065	Salomon Brothers	4.791
PKbanken◆	5bn	1992	4	(f)	101.5625	LTCB Int.	-

*Not yet priced. *★Private placement. §Floating rate note. ◆With equity warrants. ◆Convertible. ◆With currency warrants. ◆Final terms. a) Interest will be paid at the yen/yen 5 year swap rate less 30 basis points. b) Step-up coupon: years 1 and 2 1¼%, 7½% remainder. c) 55bp below Japanese long term prime rate. d) Secured by ex-warrant bonds. e) Bull/bear issue - redemption linked to Japanese Govt. bond futures Dec. 1993. f) 3bp over Japanese long term prime rate. Note: Yields are calculated on AIBD basis.

NEW ISSUE

This announcement appears as a matter of record only.

August, 1988

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with

Warrants

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Barclays de Zoete Wedd Limited
Bayerische Vereinsbank Aktiengesellschaft
James Capel & Co.
Citicorp Investment Bank Limited
Credit Suisse First Boston Limited
Dai-ichi Europe Limited
Goldman Sachs International Corp.
IBJ International Limited
The Izumi Securities Co., Ltd.
KOKUSAI Europe Limited
LTCB International Limited
Marusan Europe Limited
Meiko Europe Limited
Mitsubishi Trust International Limited
J. P. Morgan Securities Asia Ltd.
New Japan Securities Europe Limited
Nippon Credit International Limited
Nomura International Limited
Norinchukin International Limited
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New Issue

August 1988

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Banque Nationale de Paris (Suisse) S.A.
Banca Commerciale Italiana (Suisse)

Chase Manhattan Bank (Switzerland)

Drexel Burnham Lambert Finanz AG
Morgan Stanley S.A.

Nippon Kangyo Kakumaru (Suisse) SA

Alpha Securities AG
The Long-Term Credit Bank of Japan (Schweiz) AG

Swiss Cantobank (International)

Amro Bank und Finanz
Bank Heusser & Cie AG
Bank S.G. Warburg Soditic AG
Chemical N.Y. Capital Market Corporation
Kidder, Peabody (Suisse) S.A.
Mitsubishi Bank (Switzerland) Ltd.

Société Générale

INTERNATIONAL COMPANIES AND FINANCE

UK bank beefs up HK presence

By Michael Marray in Hong Kong

THE Standard Chartered Bank is to beef up its presence in the retail brokerage business in Hong Kong with the opening of outlets offering share buying and selling services within its branch network.

The offices will be run by ChinTung, the stockbroker which was taken over by Standard Chartered Asia, the group's merchant banking arm, in the wake of last October's stock market crash.

Initially, a small number of around four of the share shops will be established for an experimental period, with operations beginning later this year.

Mr Ronald Carstairs, manager of Standard Charted's Hong Kong operations, said: "The idea is to extend the range of retail services provided to our client base." He acknowledged that the plans were being laid at a time when activity on the local stock market was rather dull.

Mr Carstairs said that when Standard Chartered decided to purchase ChinTung last year, the bank had done so with an eye on the possibilities for a network of share shops using its branches.

The small investor plays an integral part in the Hong Kong investment scene, with share ownership common at all levels of society.

Activity on the local stock market has been in the summer doldrums in recent weeks, but for the first half of the year average daily turnover of HK$941m (US$120m) was not far short of the HK$1.2bn seen during the same period in 1987 before turnover began to balloon in the run-up to the October crash.

ChinTung, one of the biggest locally owned brokerages, was severely wounded in the crash, and within weeks Standard Chartered, which was its principal banker, had agreed to a takeover.

Standard Chartered bought a 90 per cent holding in ChinTung for an undisclosed sum in a deal which did not include the troubled ChinTung futures broking arm.

● Sun Hung Kai, the Hong Kong financial services group and one of the colony's biggest brokerages, has reported consolidated profits of HK$82.8m for the six months to June 30.

This was well down on profits of HK$133.6m for the first half of 1987.

Extraordinary items for the first half amounted to HK$19.7m compared with a previous HK$26.6m and an interim dividend of 5 cents has been declared, compared with 10 cents a year earlier.

Sun Hung Kai's bullion and commodities division was adversely affected by the collapse in trading volumes for Hang Seng Index Futures, which slumped to under 800 contracts per day in the first half compared with well over 10,000 a day during the first six months of 1987.

However, the company noted that stock trading volumes had remained at reasonable levels of an average HK$983m per day, which compares with HK$1.11bn during the first half of last year.

Despite the highly profitable start to 1987, Sun Hung Kai eventually reported net profits of only HK$145.8m for the whole year after making substantial provisions for doubtful loans following the market crash.

Early in 1987, Sun Hung Kai broke off a five-year association with Merrill Lynch when the latter disposed of its 25 per cent holding in the company.

Unidentified buyer takes stake in Ranger Oil

By Robert Gibbens in Montreal

A MYSTERY investor has acquired nearly 10 per cent of Ranger Oil, one of Canada's best-known oil and gas exploration groups, for more than C$50m (US$40.9m).

The company, with production interests in the Ninian Field in the North Sea and successful exploration activities in the North Sea, south-east Asia and Australasia, has no controlling shareholder.

Mr Jack Pierce, president and founder, has a 5.4 per cent interest and other senior managers a 5 per cent interest. Caisse de Dépôt, the Québec pension plan investment arm, holds 5.5 per cent.

Britoil has been mentioned as a possible bidder for Ranger. The company said it was informed of the new minority shareholder late last Friday and more details might be available this week.

Goodyear pipeline may be sold

By Janet Bush in New York

GOODYEAR Tire & Rubber has held preliminary discussions with several companies about the sale of its All American oil pipeline, which could raise around $1.3bn.

Mr Robert Mercer, Goodyear's chairman, said the company was in the formative stages of a plan to sell the pipeline, which runs 1,250 miles from Texas to California, to a group of investors.

"We have held preliminary discussions with several firms and have received some indications of interest," he said.

Goodyear's share price climbed steadily on the New York Stock Exchange last week on speculation that the company may be near an agreement to sell the pipeline. The company's shares closed on Friday at $60, not far below its high for this year of $63¾.

Mr Mercer said the company wanted to sell the pipeline as soon as possible but said that no consortium had yet been formed, no negotiations had been held and no specific terms, including price, had been discussed.

Earlier this month, Goodyear announced a major consolidation of its businesses under two global divisions – tyres and general products. The restructuring was another effort by the company to make cost savings in the face of increasingly strong competition in the tyre market.

This year alone, Bridgestone of Japan has acquired Firestone Tire & Rubber and Pirelli of Italy purchased Armstrong Tire & Rubber.

The sale of the All American pipeline has been planned for some time as part of efforts to cut the company's substantial debt. This was built up after its successful defence against an attempted takeover by Sir James Goldsmith in late 1986 which saddled the company with $4.7bn in debt.

Earlier this year, an injunction against construction of the final 500 mile leg of the pipeline in Texas was removed, clearing the way for its completion.

Amic directors cautious despite interim growth

By Jim Jones in Johannesburg

A DEPRECIATING rand, higher world commodity prices and strong domestic consumer demand were the principal contributors to the strong sales and profit growth of Amic (Anglo American Industrial), the South African industrial holding company, in the first six months of this year.

However, the directors warn the second half's results could be affected by slowing domestic economic activity resulting from recent credit curbs and import surcharges.

Turnover rose to R2.12bn ($865.3m) in the half-year to June 30 1988 from R1.69bn in the corresponding period of the last financial year and against R3.55bn in the last financial year as a whole.

The interim operating profit before dividend income, interest payments and tax rose to R345m from R212m and the first-half's pre-tax profit increased to R410m from R238m. The last financial year's trading profit totalled R473m and the year's pre-tax profit was R592m.

Amic's largest consumer-based interest inside South Africa is its holding in Samcor, the motor manufacturer.

Bond unit ahead after disposal

By Our Hong Kong Correspondent

BOND Corporation International, the Hong Kong listed subsidiary of Mr Alan Bond's business empire, yesterday reported attributable profits of HK$525.1m (US$67.3m) for the six months ended June 30.

This followed the disposal during the first half of the company's residential property portfolio on Hong Kong island, bought from Hongkong Land in December 1986 at a net profit of HK$384.8m over acquisition cost.

Turnover for the first half, representing only net property rentals, was HK$46.1m compared with HK$55m for the first half of 1987 when Bond International reported profits of HK$180m after the sale to a Japanese investor of half the Bond Centre.

Bond Centre, the company's flagship office building, was 93 per cent let by the end of the first half, and has been able to command high rentals as a result of the shortage of office space in the colony's central business district.

Bond International's other significant assets are a 29 stake in HK-TVB, a local television station, and a 36 per cent holding in Compania de Telefonos de Chile (CTC).

HK-TVB's operating profit increased substantially during the first half, while CTC recently reported a 49 per cent increase in net profits for the same period.

Bond International has announced that it is to move its year-end to June 30 for accounting purposes, bringing it in line with Bond Corporation Holdings, its Australian parent company.

Elders' associate to place option bonds

By Our Financial Staff

ELDERS IXL, the Australian brewing, finance, agribusiness and resources conglomerate, says its associate Avilock has mandated Bankers Trust Australia to arrange and place an issue of option bonds and bonds to raise US$260m.

Elders says it will guarantee the issue, which it says will help Avilock to refinance its previous purchase of 105m shares in Goodman Fielder Wattie.

Avilock will issue Australian dollar-denominated option bonds maturing in 1994 and convertible into 105m fully paid ordinary shares in Goodman Fielder Wattie. Goodman Fielder Wattie shares would be taken up on conversion of the option bonds.

The conversion price will be A$3.07 (US$2.5) and will be adjusted to reflect changes in Goodman Fielder Wattie's capital structure.

Avilock's option bond issue will be made in conjunction with a US dollar-denominated bond issue to raise US$260m.

Robert Gibbens in Montreal adds: Legislation to privatise Air Canada, the national airline, has received Senate approval and royal assent and a preliminary prospectus is due to be published within a few days.

The airline will also appoint an underwriting syndicate to handle a public issue to raise about C$300m (US$245.9m) and reduce the Federal government's holding in the airline from 100 per cent to 55 per cent.

Canadian power group sets up holding offshoot

By Our Montreal Correspondent

POWER CORPORATION of Canada, controlled by Mr Paul Desmarais, the Montreal financier, has set up a new industrial holding company to invest in Canadian and international projects.

The new company may enter into joint ventures with the Kuwait Investment Office, which bought 10 per cent of Consolidated-Bathurst last spring for about C$200m

Power owns 40 per cent of Consolidated-Bathurst, one of Canada's largest pulp and paper and packaging groups.

Power has not yet decided whether to put the holding into the new wholly-owned investment company. Nor would it reveal the initial capitalisation.

But Mr Frank Knowles, president of Power, said Mr William Turner, chairman of Consolidated-Bathurst, would head the new company and was already developing strategies.

Internatio-Mueller climbs 29%

By Laura Raun in Amsterdam

INTERNATIO-MUELLER, the Dutch diversified industrial conglomerate, saw earnings climb 29 per cent to Fl 14.3m ($6.7m) in the first half from Fl 11.1m a year earlier.

For all of 1988, the company forecasts that earnings will surpass the Fl 36.7m of last year.

Analysts had expected a healthy improvement, thanks to restructuring and concentration in Internatio-Mueller's core businesses – engineering, trade and transport. Loss-making companies are being divested and operating margins are improving as activities with higher value-added are strengthening.

Operating income soared 46 per cent to Fl 21m in the first six months from Fl 14.4m in the year-earlier period. Revenue climbed 9 per cent to Fl 1.17bn from Fl 1.07bn.

An extraordinary shareholders meeting last Friday failed to take a decision on a management proposal to convert the company's shares into registered shares without voting rights as an anti-takeover defence.

Too few shareholders attended, so a new meeting was called for September 14.

Internatio-Mueller is one of the Netherlands' old trading groups, comprising 100 companies active in technical trade, transport in the Pacific basin and engineering.

It was formed in 1970 by a merger of the International Credit and Trading Association and Wm. H. Mueller.

Vesta shows sharp gains in first-half earnings

By Karen Fossli in Oslo

VESTA, Norway's troubled insurance group, saw a marked improvement in the first half-year to experience an operating profit of NKr11.8m ($1.7m) compared with losses of NKr368.9m in the same period last year.

Gross operating earnings before writeoffs reached NKr89.9m against a deficit of NKr66.3m in 1987.

Losses on loans narrowed to NKr78.1m from NKr302.6m in 1987 due to the sale of Nevi, its financing and leasing offshoot, to Bergen Bank. Nevi accounted for the majority of losses in the previous year.

The company's general insurance division posted profits of NKr64.3m compared with losses of NKr80m in the previous year.

Vesta said that within its Norwegian business division the private market made a strong recovery, showing positive mid-year results. There was still a high level of claims, however.

Group total assets, including life insurance activities and after the Nevi divestment, stood at NKr14.6bn, against NKr26.5bn last year.

The group's operating result for the second part of the year is expected to be the same as the first period.

Takeover fuels Pakhoed profits

By Our Amsterdam Correspondent

CHEMICALS storage activities and a takeover fuelled a 39 per cent jump in first-half earnings at Pakhoed, the Dutch transport and storage group, and profits for the year are expected to climb at about the same rate.

Pakhoed plans a rights issue shortly, giving shareholders and holders of share certificates the right to buy one new share or certificate for each five already held.

In the first six months, net income rose to Fl 25.7m ($12.2m) from Fl 18.5m a year earlier, thanks to better profits in storage and distribution of chemicals.

All these Notes have been sold. This announcement appears as a matter of record only.

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Kleinwort Benson Limited — Merrill Lynch International & Co.
Samuel Montagu & Co. Limited — Morgan Grenfell Securities Limited
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Saudi International Bank AL-BANK AL-SAUDI AL-ALAMI LIMITED — Sumitomo Finance International
Union Bank of Switzerland (Securities) Limited — S.G. Warburg Securities

July, 1988

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Commerzbank Aktiengesellschaft — Crédit Lyonnais
Drexel Burnham Lambert Securities Limited — Generale Bank
Kidder, Peabody International Limited — Manufacturers Hanover Limited
Merrill Lynch International & Co. — J.P. Morgan Securities Ltd.
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August, 1988

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FINANCIAL TIMES
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US MONEY AND CREDIT

Bonds in good cheer despite trade report

THE REACTION of financial markets last week to a patently worrying trade report for June seems to be a case of storing trouble for the future.

Forget equities – they are quietly sliding into oblivion. Daily movements have become laughable in comparison with the extraordinary volatility everyone had got used to and volume is desultory. Every day, equity analysts talk about a decisive break on the upside and it never happens. Then they talk about a significant fall and that does not happen either.

But what of bonds? These are the instruments which are supposed most closely to reflect interest rate and inflation expectations. Last week, bonds did pretty well.

And yet the message of the trade numbers for June is clear. The economy is getting near to dangerously high capacity usage levels, the consumer seems to have regained confidence – if it was ever lost – and American companies are shipping in millions of dollar's worth of plant and equipment for expanded production in the coming months.

The figures told us this is a strong economy. They also told us that although the deficit is on a declining trend, progress is likely to remain extremely slow. There is, inflation in the economy. Monthly trade deficits remain huge. And the dollar appears to be going up.

The US currency is appreciating as a reflection of the strength of the economy and specifically because foreign exchange dealers and investors are betting that US interest rates are going higher. But this should not provide anything for the bond market to cheer about.

Why should bonds applaud a strong dollar when it is merely a reflection of expectations of tighter monetary policy? Why, too, should a strong dollar be anything to shout about when the Reagan Administration's policy since 1985 has been to force a depreciation of the dollar (and then stabilise it) in order to correct global trade imbalances.

There is a danger that corrective action by the US Federal Reserve on the domestic monetary front will lead to dollar strength and therefore an erosion in America's newfound competitiveness, without any fundamental improvement in the nation's fiscal position.

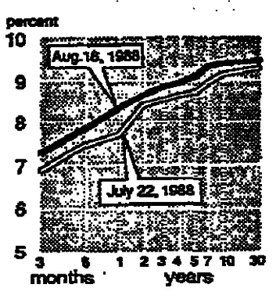
There has been no clear indication that the US or the other Group of Seven leading industrial nations plan to launch a significant attack on the dollar.

The intervention last week did not appear to have been particularly substantial and there was a lot of talk in the market that the US will be less than tough in stopping a rising dollar in election year, whether Mr James Baker is at the Treasury department or leading Mr George Bush's bid for the White House.

That does not, of course, mean that the White House is happy with remarks such as those by Mr William Verity, US Commerce Secretary, advocating a dollar at DM1.80, the only time the US currency looked vulnerable last week.

Salomon Brothers said in its international outlook at the weekend that intervention by central banks so far had only been designed to buy time, not reverse the dollar's upward momentum.

US Treasury yields



Source: Technical Data Ltd. (London)

"Widespread expectations remain that new indications of strong US economic growth will result in additional tightening moves by the Fed, and that such moves will not be fully matched in other G7 countries," Salomon said.

The question which has financial markets in a quandary is whether, as Mr Michael Sherman at Shearson Lehman Hutton puts it, the "trade deficit has already begun to deteriorate and is inflation already rising or is this latest round of interest rate increases another precautionary move to keep the genie in the bottle?"

The source of much discomfort at the moment is that, while the Fed appears to be responding actively to strong growth, it is being reactive rather than proactive.

It may be, as Dr Mickey Levy of First Fidelity Bancorporation in Philadelphia argues, that the rise in interest rates so far this year reflects economic growth rather than constitutes an attempt to slow it down.

Economists at PaineWebber believe the rate rises seen so far will not slow the economy enough to avoid price pressures. They say the consumer is in good shape to handle the recent rate rise.

They maintain job gains have been strong, wages are picking up and indicators of consumer confidence have consequently remained relatively high.

Mr David Hale and Mr John Silvia, of Kemper Financial Services in Chicago, describe the bond market as remarkably complacent. In the first half of this year, the real trade deficit fell at a rate equal to 2 per cent of GNP and investors decided that the US would be willing to permit some nominal exchange rate appreciation to lessen the danger of capacity shortages and inflationary overheating.

"But once numerous forecasts start to appear projecting a widening of the trade deficit in late 1989 and 1990, the focus will shift from fears of the export boom causing inflationary overheating to concerns about a revival of imports," they say.

All in all, perhaps it would be wise to note in both currency and bond markets when they cheer Japanese buying of dollars and bonds that Tokyo's investment community has become increasingly adept at playing for short-term gain.

Janet Bush

US MONEY MARKET RATES (%)

	Last Friday	1 week ago	4 wks ago	12-month High	12-month Low
Fed Funds (weekly average)	8.20	7.95	7.83	8.20	6.27
Three-month Treasury bills	7.06	7.22	6.75	7.17	5.03
Six-month Treasury bills	7.59	7.82	7.06	7.65	5.73
Three-month prime CDs	8.51	8.50	8.12	8.28	6.77
30-day Commercial Paper	8.15	8.20	7.80	7.62	6.52
90-day Commercial Paper	8.30	8.30	8.12	8.28	6.77

US BOND PRICES AND YIELDS (%)

	Last Fri.	Change on wk	Yield	1 week ago	4 wk. ago
Seven-year Treasury	98 1/8	+1/8	9.20	9.21	8.95
20-year Treasury	99 3/8	+1/8	9.42	9.45	9.25
30-year Treasury	97 1/4	+1/4	9.40	9.42	9.20
New 10-year "A" Financial	n/a	n/a	10.10	10.18	10.00
New "AA" Long utility	n/a	n/a	10.50	10.48	10.25
New "AA" Long industrial	n/a	n/a	10.38	10.43	10.20

Canada takes tough line over capital rules

By Robert Gibbens in Montreal

THE FEDERAL Government has taken a tough line in setting up a Canadian version of the new international capital standards for banks.

Mr Robert MacIntosh, president of the Canadian Bankers Association, says Mr Michael Mackenzie, the Federal superintendent of financial institutions, has been excessively conservative and that the Canadian banks will be at a disadvantage against US, British and Japanese counterparts.

The new federal rules governing Canadian and foreign-owned banks take effect on November 1 and are based on Bank for International Settlements guidelines.

By 1992, under the BIS rules, international banks must have core capital or common equity of at least 4 per cent of total assets and 8 per cent of total capital defined as equity plus debentures and reserves. Analysts say the Canadian definition of debentures and reserves or second-tier capital is tougher than rules adopted elsewhere.

It means the Canadian banks will have to hold more equity to meet the 8 per cent rule, although this may be achieved relatively easily through increasing retained earnings.

The Canadian chartered banks will not be allowed to include Third World loan loss provisions to count as second-tier capital. The US and Japanese banks can do this.

Unrealised gains on securities or real estate also cannot be counted in second-tier capital, the same as US policy.

But Canadian banks will be able to count goodwill in their equity, at least in the initial stages, although it must be written off by 1992. Goodwill paid by Canadian banks after November 1 1988 will automatically be deducted from capital.

Swiss to launch market index

By John Wicks in Zurich

A NEW INDEX is being introduced this month by the Association of Swiss Stock Exchanges. To be known as the Swiss Market Index (SMI), it will act as a basis for trading in index contracts.

Developed in co-operation with the Swiss Options and Financial Futures Exchange (Soffex), SMI is based on the quotations for 24 bearer shares and participation certificates of 20 Swiss companies in continuous trading on the Zurich, Geneva and Basle bourses. Total market capitalisation for these equities was SFr76.2bn ($48.2bn) as of mid-year.

The SMI will be calculated and disseminated continuously during trading by Telekurs, the market information service, and reported in the media.

At the same time, Swissindex, the general stock exchange indicator, is to change its name to Swiss Performance Index (SPI). This covers all equities listed in Zurich, Geneva and Basle as well as leading pre-market equities.

Today's FT/AIBD International Bond Service Table has not appeared in the newspaper because of technical difficulties.

At present, this amounts to 364 equities of 196 companies with a mid-1988 market capitalisation totalling SFr186.9bn.

● Crédit Suisse of Zurich has sold Crédit Suisse (Moyen-Orient), its Beirut subsidiary, to a group of local investors and its representatives have resigned from the board. The company will continue operations under the name of Banque Libano-Suisse.

The divestment is attributed to Crédit Suisse's policy of "adapting its Middle Eastern commercial business to changed circumstances." The Beirut subsidiary was set up in 1973 to transact all types of banking operations and had been working under "the most difficult conditions."

Last year, Crédit Suisse (Moyen-Orient) showed a balance sheet total of L£22.6bn ($64.5m) and net profits of L£11m.

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UK COMPANY NEWS

Bowater expands with £9.4m electronics buy

By Vanessa Houlder

BOWATER INDUSTRIES, the packaging and building materials group, has acquired NFI Electronics, a membrane switch manufacturer, for £9.4m.

The deal is in line with Bowater's policy of expanding the coating and laminating operations of Rexham, the US industrial conglomerate it acquired last year.

NFI, which is based in the Isle of Wight, claims to be Europe's largest producer of membrane switches. These are thin, hermetically sealed switches used in instruments, computer keyboards, domestic appliances and telecommunication equipment.

Bowater, which claims that demand for membrane switches is increasing at 15 per cent a year, expects to continue NFI's "aggressive growth performance", in particular through product development aimed at the automotive industry. Bowater will incorporate NFI into its Rexham Industrial Group, which makes high-technology materials from plastic films and foil.

NFI, which began making membrane switches in 1979, made a pre-tax profit of £1.52m on sales of £9.4m for the year to March 31. In the current year, profits are expected to drop to £800,000-£1m.

Mr Brian Stillwell and Mr Barrie Stillwell will remain with NFI as managing director and sales and marketing director, respectively. Until the sale, NFI was largely owned by the Stillwell family.

FT Share Information Service

The following securities were added to the Share Information Service in Saturday's edition:

Builder Group (Section: Newspapers).

Colroy (Buildings).

Erostin (Property).

Glasgow Income Trust (Trusts, Finance, Land).

Heritage (Stores).

FINANCIAL TIMES STOCK INDICES

	Aug 19	Aug 18	Aug 17	Aug 16	Aug 15	Aug 12	1988 High	1988 Low	Since Compilation High	Since Compilation Low
Government Secs.	87.96	87.78	87.76	87.68	87.80	88.17	91.43	86.97	127.4	49.18
Fixed Interest	97.61	97.59	97.72	97.34	97.38	97.42	98.67	94.14	105.4	50.53
Ordinary	1484.5	1476.2	1475.3	1473.3	1465.6	1484.8	1512.8	1349.0	1926.2	49.4
Gold Mines	193.3	187.8	188.1	191.4	192.9	189.5	312.5	187.8	734.7	43.5
FT-Act All Share	961.62	956.78	955.26	952.81	949.46	961.69	978.32	870.19	1238.57	61.92
FT-SE 100	1844.3	1833.9	1830.9	1825.3	1816.8	1843.4	1879.3	1694.5	2443.4	986.9

WORLD ECONOMY

The Financial Times proposes to publish a Survey on the above on

September 22nd

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Telfos fails in £30m bid for Runciman

By Vanessa Houlder

WALTER RUNCIMAN, the shipping, security and insurance group, yesterday retained its independence after shareholders rejected the £30m takeover bid from Telfos Holdings, the diversified engineering company.

By lunchtime yesterday - the close of the ten-week bid battle - Telfos had received acceptances from holders of 1.06m Runciman shares or 12.1 per cent. Together with its own 28.6 per cent stake, it had total control of 40.7 per cent. Accordingly, it announced that the offer had lapsed.

The paper offer - which comprised ordinary and cumulative preference shares and warrants - was accepted by holders of 11.8 per cent of Runciman's share capital. The 328p cash alternative was accepted by 0.36 per cent.

About one third of Runciman's shares are held by interests with close connections to the company, including family and directors.

The bid was announced in early June, soon after Telfos raised its holding in Runciman from 4.9 per cent to 24.6 per cent. The offer, which initially valued Runciman at £28.9m was immediately dismissed by Mr Garry Runciman, chairman of Runciman, as "blatant opportunism" in that it aimed to buy the company as it was moving from recovery into a period of strong growth. The improved offer emerged at the end of July, after Telfos received acceptances for 0.58 per cent of Runciman's shares.

Runciman owns six liquified petroleum gas carriers and a substantial warehousing operation in Scotland. It also has a security side which makes safes and an insurance division. For Telfos, a diversified engineering concern of a similar size, analysts believed that a major attraction of Runciman was its assets.

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether the dividends are interims or finals and the sub-divisions shown below are based mainly on last year's timetables.

TODAY

Interims- ADT, Alida Hldgs., Fisher (James), Moorfield Estates, Palms Group, Rockwood Hldgs., Scottish Eastern Inv. Tst., Woodchester Invs.

Finals- Sandvik Aktiebolag.

FUTURE DATES

Interims-

Aada Property	Sept 5
Baird (William)	Sept 14
Costain Group	Sept 7
Cundall Group	Sept 1
Edinburgh Fund Mngrs.	Aug 31
Edmond Hldgs.	Sept 5
Inchcape	Sept 15
Kalon Group	Sept 1
Laing Properties	Oct 5
Metal Closures	Sept 8
Miller (Stanley)	Sept 5
Newmarket	Aug 26
Pennine Optical	Aug 24
Suter	Sept 12

Finals-

Automagic Hldgs.	Aug 26
Benchmark	Sept 19
Heath (Samuel)	Aug 25
Really Useful Group	Sept 19
Young (H.)	Sept 27

Tapping in to the success of Vodafone

Hugo Dixon on prospects for Racal's other mobile operations

Cellular telephony - which has shown explosive growth in the UK in recent years - is only one type of mobile telecommunications.

This point is often forgotten in the context of Racal, the UK electronics group which last week received shareholder approval to float off 20 per cent of its Racal Telecommunications Group subsidiary.

It is hardly surprising. At present, Vodafone, the most successful of the UK's two cellular telecommunications operators - the other is Cellnet, a British Telecom subsidiary - dominates RTG. In the year to the end of March, Vodafone made operating profits of £52m, while RTG's other interests lost £2m. City analysts estimate that Vodafone is worth anything between £1.1bn and £2.3bn and value the rest of RTG at only £100m.

Part of the reason is that the other businesses in the RTG stable are very much in the start-up phase. Vodafone itself had to weather millions of pounds of losses in its early years before moving dramatically into profit in the last two. None of the other businesses individually is likely to challenge Vodafone in terms of size, but several could experience the same sudden switch from loss to profit.

This is part of the nature of the telecommunications business. Millions of pounds are invested to create a nationwide network but, until the network is in place, few people want to use it and there is little revenue. Once it is up and running, however, revenue growth is strong.

There are four main varieties of mobile telecommunications, all of which RTG has ambitions in: cellular phones, cordless phones, private mobile radio, and paging.

Gerry Whent: ambitious to receive cordless phone license

THE RTG GROUP

WHOLLY-OWNED SUBSIDIARIES:	
Vodafone	One of the UK's two cellular phone operators
Vodac	The leading service provider for the Vodafone network
Vodata	A provider of value-added services on the Vodafone network
Vodapoint	RTG's vehicle for cordless telephony
Vodacom	A service provider on the Band 3 network
Vodapage	One of the UK's six paging operators
JOINT VENTURES:	
Orbitel	A manufacturer, 50 per cent owned by RTG
Cofira	A French cellular phone operator, of which RTG has 4 per cent
Band 3 Radio	One of the UK's two private mobile radio operators. RTG owns 25 per cent.

Cellular phones work by dividing the country into cells, each with a radio station. When somebody making a call moves from one cell to another, the connection is passed automatically from one radio station to the next without a break in the conversation. The technology is the most versatile in mobile telecommunications, but also the most expensive.

The UK cellular market has a two-tier structure. There are network operators and service providers. The operators install and maintain the networks, but only the service providers are allowed to sell the systems directly to the public. RTG's Vodac is the largest service provider for the Vodafone network, accounting for 33,000 of Vodafone's 158,000 subscribers at the end of March.

Apart from Vodafone and Vodac, RTG has three other cellular businesses. Vodata is designed to provide Vodafone subscribers with special services, the most important of which is a message service. In future, many more are likely to be added.

The other two cellular businesses are targetted at the European market, which is due to open up in 1991 with the inauguration of a system allowing people to speak between one end of Europe and the other using the same cellular phone. RTG plans to attack this market both as a network operator and as a manufacturer.

The purchase of a 4 per cent stake in Cofira - France Telecom's rival in the cellular market - was RTG's first move into operating abroad. It would like to repeat this sort of arrangement throughout Europe, where cellular telephony has barely begun to develop.

Orbitel - a fledgling 50-50 joint venture with Plessey - is RTG's vehicle for attacking Europe as a manufacturer. This market is expected to be worth £800m a year in the mid-1990s, but Orbitel will need to work overtime to capture a significant share as its competitors are larger and better established.

The cordless telephone business may be more promising because of its expected mass market appeal. Some analysts say cordless could be more important than cellular by the mid-1990s.

Under this, thousands of radio systems will be dotted around the country, but users will not be able to move from one to the next without their calls being interrupted; they will also only be able to make outgoing calls. The advantage is that they will be much cheaper.

The UK government is due to award two to four cordless phone licenses later this year. Gerry Whent, chairman of RTG, has ambitions to receive one of them, but the competition is expected to be tough.

RTG is also involved in private mobile radio, designed for fleets of vans or taxis. This service started at the end of last year and so far has only 5,000 users.

More exciting is the paging market, which has 400,000 users and is growing at 25 per cent a year. RTG was awarded a license in 1986 and its fortunes will depend on wresting market share from British Telecom, which has been in the market much longer and dominates it. Vodafone's edge over Cellnet in cellular telecommunications is a promising precedent.

TRADITIONAL OPTIONS

- First Dealings Aug 8
- Last Dealings Aug 19
- Last Declarations Nov 10
- For settlement Nov 21

For rate indications see end of London Share Service

Stocks favoured for the call included **BSR, Suter, Tyndall Holdings, Eagle Trust, Norfolk Capital, Standard Chartered, Fergabrock, Raglan Property, Blue Arrow, TI Group, Casket, Kwik-Fit, A Fisher, Chloride, Dares Estates, Sears and United Biscuits.** No put options were reported but **Calor** were dealt in for the double.

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In accordance with the provisions of the Notes, notice is hereby given that, for the three month period 18th August, 1988 to 18th November, 1988 the Notes will bear interest at the rate of 11⅝ per cent. per annum. Coupon No. 13 will therefore be payable on 18th November, 1988 at £1,461.07 per coupon from Notes of £50,000 nominal and £146.11 per coupon from Notes of £5,000 nominal.

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August 22, 1988, London
By: Citibank, N.A. (CSSI Dept.), Agent Bank

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High Income ... 4 42.69 43.16xd 45.91 5.97 40000
American Income ... 4 42.69 43.16xd 45.91 5.97 40000
Gilts & Fixed Int ... 0 112.0 112.0 118.9 8.41 40001
High Inc Equity ... 0 117.46 120.46xd 128.26 6.44 40002
Worldwide Bond ... 0 190.7 190.7xd 202.1 4.86 40003
Capital Growth
American Growth ... 0 145.8 147.8 157.2 1.39 40004
Asian Pacific ... 4 70.07 70.07 74.95 1.41 40005
Assets & Earnings ... 0 40.40 145.30 154.50 1.18 40006
Capital Reserve Acc ... 0 79.68 79.68 79.91 3.75 40007
Country & Energy ... 0 96.98 96.98 103.60 1.12 40008
European Capital ... 4 70.25 70.25 75.14 1.00 40009
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Japan ... 4 93.10 93.10 99.58 0.00 40011
Mastertrust ... 0 72.44 73.37 78.47 2.41 40012
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European ... 5 42.43 42.93 44.87 – 40025
Extra Income ... 5 39.06 39.06 41.46 5.17 40021
Fund Inv Tst ... 5 98.43 98.43 104.60 1.01 40100
Do Accum ... 5 149.10 149.10 158.40 1.01 40101
Gilt & Fixed Int ... 5 22.85 23.12 24.60 9.71 40026
Global Income ... 5 35.29 35.29 38.03 7.10 40027
Income & Growth ... 5 65.73 67.81xd 72.15 4.19 40028
Japan ... 5 126.90 126.90xd 136.50 0.01 40029
N Amer Inc Gr ... 5 25.63 25.63 27.20 3.33 40019
Special Situations ... 5 64.80 65.85 70.06 1.26 40032
UK Growth ... 5 32.67 32.67 34.68 2.67 40102
World Gwth ... 5 40.17 40.17 42.64 1.12 40020

Aegis Unit Tst Mngmt Ltd (1400)F
94 Whitecladies Rd, Bristol, BS8 10X 0272 237593
Capital Gwth ... 4 51.90 51.90 51.90 – –
St Nicholas St Gwth ... 5 45.81 46.78 50.31 5.00 –
Blackstone Franks Int ... 5 45.59 46.50 49.97 2.50 –
Blackstone Franks Mt ... 5 45.20 46.24 49.20 4.10 –

AEtna Unit Trusts Ltd (1600)F
AEtna House, 2-12 Pentonville Road, London, N1 9XG
0800 182766
European Growth ... 5 106.7 106.7 114.5 1.06 40001
Exempt ... 4 402.7 402.7xd 424.5 4.54 40002
(Accum Units) ... 4 103.9 103.9xd 109.5 4.54 40003
Far Eastern ... 5 222.7 222.7 238.0 0.00 40004
(Accum Units) ... 5 240.8 240.8 257.3 0.00 40007
Fin & Property ... 5 78.26 81.18xd 85.57 2.46 40008
Fixed Int ... 5 137.6 143.3 141.2 2.46 40009
High Yield ... 5 78.83 78.83 83.50 4.57 40040
(Accum Units) ... 5 94.19 94.19 99.74 4.57 40041
Iberian Growth ... 5 52.64 52.64 56.35 0.00 40042
Income ... 5 310.8 317.2 336.0 4.28 40043
(Accum Units) ... 5 1059 1114 1179 4.28 40044
Intl Earnings ... 5 182.7 185.7 193.6 2.40 40045
(Accum Units) ... 5 273.8 273.8 290.1 2.40 40046
Intl Growth ... 5 85.8 88.1xd 94.1 1.51 40047
(Accum Units) ... 5 91.28 93.00 99.02 2.03 40048
Japan Gwth (Acc) ... 5 156.6 156.6 167.2 0.00 40049
Nth Amer Gwth ... 5 113.2 113.2 143.1 2.62 40051
Preference ... 5 130.5 134.1 142.0 8.58 40052
(Accum Units) ... 5 293.6 404.2 428.2 8.58 40053
Smaller Cos ... 5 294.5 294.5xd 325.8 1.48 40054
(Accum Units) ... 5 405.3 405.3 448.3 1.48 40055
Smaller Cos Div ... 5 91.82 95.6xd 101.3 3.94 40056
(Accum Units) ... 5 119.2 126.7 134.3 3.94 40057
Special Sits ... 5 133.5 137.7 145.8 1.43 40058
(Accum Units) ... 5 143.6 148.1 156.8 1.43 40059
UK Growth ... 5 124.2 128.1 135.6 2.24 40060
(Accum Units) ... 5 717.3 717.3 759.9 3.24 40061

Allchurches Inv Mgmt Servs Ltd (1200)H
19/21 Billiter Street, London EC3M 2RY 01-528 7364
Amity Income ... 5 53.72 57.00 53.51 – 40062
Amity Accum ... 5 52.95 53.73 57.00 3.51 40063

Allied Dunbar Unit Tsts PLC (1600)F
Allied Dunbar Centre, Swindon, SN1 1EL
0793 514514 Dealing 0793 610366
Balanced Trusts
Growth & Income ... 5 151.2 152.4 162.4 3.48 40064
Capital ... 5 254.1 254.1 270.6 2.95 40065
Balanced ... 5 415.7 419.4 446.6 3.23 40066
Accumulator ... 5 636.4 636.4 677.7 3.23 40067
Income Trusts
American Income ... 5 27.81 27.81xd 29.61 4.36 40008
High Income ... 5 294.2 296.9 316.1 6.69 40009
Equity Income ... 5 170.6 172.5xd 184.1 4.24 40070
High Yield ... 5 172.6 174.2 185.5 5.03 40071
Govt Securities ... 5 30.05 30.05 31.60 7.88 40072
International Trusts
Amer Spec Sits ... 5 61.49 61.49 65.48 1.51 40073
European Growth ... 5 37.63 37.63xd 38.77 0.39 40074
International ... 5 452.4 452.4xd 481.0 1.07 40075
Japan ... 5 142.4 142.4 151.6 0.01 40076
Pacific ... 5 226.8 226.8 241.5 0.10 40077
Sys of America ... 5 151.7 151.7 159.5 1.07 40078
W'wide Asset Vl ... 5 26.96 26.96 28.71 1.05 40079
Specialist Trusts
Asset Value ... 5 319.9 323.9 343.8 2.98 40080
Com & Gilts ... 5 38.14 38.73xd 41.24 5.21 40081
Smaller Co's ... 5 170.9 170.9xd 182.0 2.22 40082
2nd Smaller Co's ... 5 194.7 194.7 207.3 1.90 40083
Recovery ... 5 100.6 100.6xd 107.1 2.00 40084
Met Min & Cdty ... 5 106.3 106.3 112.1 1.43 40085
O'seas Earnings ... 5 206.7 220.1 220.8 5.16 40086
Growth Portfolio ... 5 87.3 87.20 92.90 1.39 40087
UK Special Sits ... 5 263.4 263.4 280.5 2.53 40088

I.G INDEX LTD, 9-11 GROSVENOR GARDENS, LONDON SW1W 0BD
Tel: 01-828 7233/5699 Reuters Code: IGIN, IGIO

FT 30	FTSE 100	WALL STREET
Aug. 1481/1490 +13	Aug. 1840/1850 +16	Aug. 2030/2042 +9
Dec. 1494/1503 +14	Dec. 1855/1865 +17	Dec. 2051/2063 +8

Prices taken at 5pm and change is from previous close at 9pm

CROSSWORD

No. 6,714 Set by QUARK

ACROSS
1 A gentle ball getting a knock coming back in a curve (8)
5 Travel in rain a little; could put a stop to things (6)
10 In peril, losing head, showing annoyance (5)
11 Basic reason for plant not growing? (4,5)
12 Nesta, dancing, accompanies players – with these? (9)
13 This ground can be for travellers (5)
14 Mark start of year with a drink (6)
15 Ill? Rest uneasily. Could hold up growth (7)
18 Noble watering place in comeback keeping listeners covered? (7)
20 Not on reserve duty (6)
22 Newspaper result (5)
24 Travelling, I'm cutting time in train somehow (9)
25 *Shakespearean character* made end so unexpected (9)
26 No professionals put it in song (5)
27 Tell about being delayed (6)
28 The age of political involvement (8)

DOWN
1 Get in step with spring (6)
2 Doctor should be keeping records (9)
3 The prices are well down here (7-8)
4 A crime left acre abandoned near New York (7)
6 A glowing portrait? (7,2,6)
7 Vigorously dug most of row for a plant (5)
8 Want to speculate? The gold is leader of everything (8)
9 One producing lines about ship in the drink (6)
16 Rising pitch in endless fortune I have, showing profit (8)
17 One leaves what's left for jogging the memory (8)
19 Tar associated with pitch? (6)
20 The art of handling the paper (7)
21 Guy batting to remain "not out" (4,2)
23 Some ropiness is always indicative of it (5)

The solution to last Saturday's prize puzzle will be published with names of winners on Saturday September 3.

JOTTER PAD

Anderson Orme Unit Tst Mgrs Ltd (1200)F
62 London Wall, London, EC2R 7DU 01-638 1200
Growth Tst ... 2 206.4 214.1 219.4 2.12 –
High Income Tst ... 5 37.05 38.01 40.44 5.54 –
Intl Recovery Acc ... 5 40.01 41.59 44.72 1.28 –
Intl Recovery Inc ... 5 29.18 30.34 32.62 1.28 –

Anthony Wieler Unit Tst Mgmt Ltd (1000)F
19 Widegate St, London E1 7HP 01-377 1010
Growth Income ... 5 107.5 108.1 115.0 1.41 40089
Do Accum ... 5 150.1 150.9 160.5 1.41 40090
Quarterly Income ... 5 52.8 53.1 56.6 8.24 40091

Arkwright Management
1 Kiloy St, Manchester M60 3AH 061-832 0242
Growth Aug 9 ... 5 96.66 96.66 102.80 2.99 40092
Income Aug 9 ... 5 46.89 47.78xd 50.81 4.84 40093

Asset Unit Trust Mngrs Ltd (0900)F
Pt'n'ton Hse, Fenchurch St, London EC3 01-220 7231
Growth Aug 12 ... 5 104.63 104.63 111.16 1.69 40094
Income Aug 12 ... 5 102.35 104.43xd 111.45 5.19 40095

Atlanta Unit Trust see Abtrust Mngt

Baillie Gifford & Co Ltd (1430)H
3 Glenfinlas St, Edinburgh 031-226 6065
Japan Exgr Aug 19 ... 5 522.3 522.3 541.1 0.00 40106
UK Exempt Aug 1 ... 5 384.4 396.9 422.2 0.57 40107
Wmgd Expt Aug 1 ... 5 103.4 104.9 111.5 2.73 40108
BG Japan ... 5 226.5 226.5 240.9 – 40111
BG America ... 5 117.1 117.1 124.5 0.62 40112
BG Technology ... 5 186.4 186.4 198.2 – 40113
BG Energy ... 5 211.8 211.8 225.3 1.55 40114
BG Income Gwth ... 5 250.3 254.4 270.6 5.16 40115
BG Europe ... 5 96.48 96.48 102.6 1.78 40116
BG Core & Gen ... 5 65.31 66.82xd 71.08 7.51 40117
BG British Gwth ... 5 40.83 40.83 43.43 0.66 40118

Baltic see Abtrust

Bank of Ireland Fund Mgrs Ltd (2000)F
86 Queen St, London, EC4R 1BN 01-236 4210
Brit Dollar ... 5 129.1 134.6 142.7 1.79 40097
Income Plus ... 5 67.24 72.75 76.99 3.15 40098
Inc Trust ... 5 71.78 78.52 83.10 1.24 40099
Capital Gwth ... 5 66.16 70.98 75.12 3.21 40100
W'wide Opps ... 5 63.19 67.03 70.94 2.82 40101

Barclays Unicorn Ltd (1000)H
Unicorn Hse, 252 Romford Rd, E7 01-534 5544
Unicorn America ... 5 73.81 73.81 78.73 2.13 40119
Do Aust Acc ... 5 206.3 206.3 220.1 1.46 40120
Do Aust Inc ... 5 142.9 143.9 153.5 1.46 40121
Do Capital ... 5 79.25 79.66xd 84.96 3.37 40122
Do Euro Gwth Acc ... 5 63.43 63.83 68.09 1.07 40123
Do Euro Gwth Inc ... 5 62.74 62.37xd 66.51 1.07 40124
Do Exempt ... 5 59.50 59.95 63.95 4.44 40125
Do Extra Income ... 5 91.31 91.31 98.61 7.25 40126
Do Fin Gwth ... 5 66.39 67.90 72.43 5.11 40127
Do 500 ... 5 357.7 366.4 390.8 2.50 40128
Do General ... 5 168.5 170.4 181.7 3.13 40129
Do Gilt & Fd Int ... 5 53.47 53.54 55.25 5.41 40130
Do Growth Acc ... 5 206.4 210.4 224.4 1.64 40131
Do Income ... 5 401.5 407.3xd 434.4 3.88 40132
Do Jap Gen Acc ... 5 48.85 52.11 55.57 4.01 40133
Do Jap & Gen Acc ... 5 219.8 221.3 236.0 0.00 40134
Do Jap & Gen Inc ... 5 217.1 218.8 233.4 0.00 40135
Do Jap Inc Sits ... 5 93.33 93.33 99.54 0.00 40136
Do Leisure Gwth ... 5 106.8 108.7 115.9 0.76 40137
Do Recovery ... 5 272.3 277.1 295.7 2.36 40138
Do Smlr Cos Acc ... 5 40.40 40.40 43.09 0.00 40139
Do Smlr Cos Inc ... 5 38.47 39.80xd 42.45 1.35 40140
Do Special Sits ... 5 180.2 185.9 198.3 1.59 40141
Do Tech Gwth ... 5 130.4 132.3 141.1 1.51 40142
Do Unit Tech Acc ... 5 54.31 56.93 60.72 2.26 40143
Do Unit Tech Inc ... 5 53.31 54.12xd 59.86 0.26 40144
Do Worldwide ... 5 129.1 130.3xd 139.0 1.29 40145
B'tst Inc Fd Acc ... 2 409.8 409.8 429.1 3.38 40146
B'tst Inc Fd Inc ... 2 252.6 252.6 264.5 5.38 40147

Baring Fund Managers Ltd (1200)H
PO Box 156, Beckenham, Kent BR3 4XX 01-658 9002
America EVS ... 5 56.20 57.04 60.53 1.34 40047
Australia ... 5 72.10 72.10 77.65 0.70 40048
Capital Gains ... 5 48.28 48.94 51.95 6.7 40049
Eastern ... 5 78.82 79.76 85.08 0.4 40150
Equity Income ... 5 68.51 69.77 75.03 5.2 40051
Europe ... 5 117.9 119.2 126.5 0.0 40152
Extra ... 5 56.74 57.44xd 58.62 3.1 40053
Global Growth ... 5 61.21 62.41 66.22 0.0 40054
Growth & Income ... 5 74.26 74.17xd 80.82 2.2 40155
Growth & Inc Acc ... 5 119.0 120.2xd 127.7 2.3 40056
Japan Special ... 5 142.6 142.6xd 153.2 0.00 40057
Japan Smaller ... 5 192.5 194.8 200.0 0.00 40058
Nth Amer Spec ... 5 41.15 41.74 44.34 0.6 40159
UK Growth ... 5 60.68 61.38 65.13 2.4 40160
First Europe ... 5 106.0 107.1 113.8 1.1 40061
First Japan ... 5 104.1 104.1 112.0 0.0 40162
First Nth America ... 5 43.20 44.01xd 46.70 1.0 40063
First Smaller Cos ... 5 92.51 95.07 101.3 2.4 40164
First Mngd Income ... 5 47.07 47.07 49.95 2.0 –

For Barrington Trusts see Kleinwort Barrington Ltd

Bell Court Fund Mngt PLC (1500)F
11 Blomfield St, London EC2M 2LB 01-374 2623/4
Far Eastern ... 5 234.0 234.5 247.5 1.01 40165
America ... 5 191.5 192.5 203.0 0.97 40166
UK & European ... 5 350.0 359.0 378.5 15.43 40167

Bishopsgate Progressive Mgmt Co (2000)F
15 St. James' Place, London SW1A 1NW 01-493 8111
Progressive Inc ... 5 219.49 215.77 26.64 2.43 40168
Progressive Acc ... 5 121.74 122.13 23.36 2.63 40169
International Inc ... 5 115.92 115.92xd 16.80 1.55 40170
International Acc ... 5 20.05 20.05 21.16 1.55 40171
Far & Foreign Inc ... 5 190.6 190.6 201.2 2.38 40172
Cash & Foreign Acc ... 5 212.4 212.4 224.2 2.38 40174
Special Sits Inc ... 5 160.8 160.8 169.7 2.02 40175
Special Sits Acc ... 5 160.8 160.8 169.7 2.02 40176

Brewin Dolphin Unit Tst Mgrs Ltd (0905)F
5 Giltspur St, London EC1A 9DE 01-248 4400
Brewin Capital ... 5 179.4 190.7 202.8 1.55 40177
Brewin Dividend ... 5 90.25 98.80xd 105.1 5.90 40178
Brewin Inc Gth Inc ... 5 206.1 216.3 250.1 3.56 40179

Brown Shipley & Co Ltd (1200)F
4-17 Pertgamon Rd Hemsmith Hm 0444 412262/3/4/5
Mngd P'folio Inc ... 5 87.43 87.43 93.33 12.82 40180
Mngd P'folio Acc ... 5 148.5 148.5 158.5 – 40181
UK General ... 5 118.1 118.1 126.1 0.02 40182
Sevenshare Ex Inc ... 5 87.15 87.15 93.04 5.81 40183
Sev Ex Gen Inc ... 5 23.82 24.41 26.07 6.61 40190
European Inc ... 5 16.13 16.13 17.26 5.99 40184
European Acc ... 5 16.33 16.33 17.47 – 40185
Exempt ... 5 270.3 275.2 294.4 2.78 40186
Financial ... 5 154.1 156.1 166.9 5.91 40187
German ... 5 22.19 22.19 23.66 1.69 40188
High Income ... 5 78.74 79.59 85.16 5.70 40189
Income ... 5 94.40 94.40 101.0 5.33 40191
Intl Recovery ... 5 25.07 25.07 26.76 0.00 40192
North American ... 5 45.85 45.85 49.06 0.30 40193
Orient ... 5 106.6 108.6 116.2 0.28 40194
Recovery ... 5 67.03 67.03 71.7 1.12 40195
Smaller Cos Acc ... 5 301.6 301.6 327.4 – 40200
Smaller Cos Inc ... 5 190.8 190.8 207.2 1.29 40202

Brycourt Unit Tst Mgmt Ltd (1400)F
Hesketh Hse, Portman Sq, W1H 0JR 01-935 6382
Income Growth ... 5 171.4 171.4 178.0 8.49 40204

Buckmaster Mangmt Co Ltd (1200)H
The Stock Exchange, London EC2P 2JT 01-588 2868
Emerging Gwth ... 5 61.46 62.99 66.85 1.56 40205
Accum Units ... 5 91.92 93.46 67.33 0.56 –
Fellowship Tst ... 5 60.92 62.60 66.42 1.70 40206
(Accum Units) ... 5 61.64 63.34 67.20 1.70 40207
General Inc ... 5 266.0 272.9 289.6 2.09 40208
(Accum Units) ... 5 266.0 272.9 289.6 2.09 40209
Income ... 5 138.9 141.6 150.2 4.43 40210
(Accum Units) ... 5 258.0 266.6 282.9 4.43 40211
International ... 5 103.4 103.4xd 109.7 1.67 40212
(Accum Units) ... 5 140.1 140.1xd 148.2 1.67 40213
Smaller Co's ... 5 97.40 100.0 106.1 3.20 40214
(Accum Units) ... 5 105.8 108.6 115.2 3.20 40215
Inv Portfolio ... 2 148.44 49.80 51.3514.00 –

Burrage Unit Tst Mangmt Ltd (0905)F
117 Fenchurch St, London EC3M 5AL 01-480 7716
Sta, Dist Gilt & Fl ... 1 51.28 51.28 51.98 11.40 40216

CCL Unit Trusts Ltd (1100)F
74 Shepherds Bush Green, W12 8SD 01-740 7070
UK General Tst ... 5 48.29 48.84 52.23 2.62 40217
Global Tst ... 5 38.40 38.42 41.09 2.51 40218
Recovery Tst ... 5 51.14 52.53 55.88 2.61 40219

CIBC Unit Tst Managers plc (1200)H
Cutlass Ctr, Cutlass Lane, Lthn, SE1 2QL 01-234 6000
Growth Fd Acc ... 5 99.46 101.4 107.0 2.91 40220

CS Fund Managers Limited (1000)H
125 High Holborn, London WC1V 6PY 01-242 1148
CS America ... 5 49.97 49.98 53.17 0.94 40221
CS International ... 5 27.71 27.71xd 29.41 2.52 40222
CS Japan ... 5 111.0 111.0 118.1 0.42 40223
CS Portfolio Inv ... 5 63.16 63.17xd 67.20 2.98 40224

Canada Life Unit Tst Mgrs Ltd (2200)F
2-6 High St, Potters Bar, Herts 0707 51122
Can Gen Dist ... 5 122.4 122.3xd 132.0 1.77 40225
Can Income ... 5 207.7xd 218.6 233.2 4.60 40226
Do Income Dist ... 5 87.25 90.92 95.71 5.11 40227
Do Inc Accum ... 5 191.3 199.4 210.1 5.11 40228
Gilt & Fixed Int ... 5 36.37 38.24 40.29 6.24 40229

Cannon Fund Managers Ltd (0700)H
Olympic Way, Wembley, HA9 0NB
01-902 8876 Dealing: 0800 282621
Growth ... 5 32.15 34.22xd 36.44 2.81 40230
Income ... 5 40.07 40.07xd 42.64 6.49 40231
Far East A ... 5 29.66 30.08 31.91 0.20 40232
North American A ... 5 26.37 26.37 28.16 0.74 40233
Global A ... 5 43.49 44.35 47.10 0.73 40234
Europe A ... 5 29.18 29.18 31.04 0.00 40235
Japan A ... 5 328.8 387.03 92.94 0.01 40236
Intl Currency Bd ... 5 65.20 65.20 57.63 9.38 40237
Eurotopic Bond ... 5 49.29 49.29 51.38 8.47

James Capel Unit Tst Mngt Ltd (1535)F
P.O. Box 552, 77 London Wall, London EC2N 1DE
01-588 0998
Capital ... 5 407.0 410.6 438.2 0.00 40238
European Sp Sits ... 5 49.14 49.14 52.37 3.10 40239
Far East Sp Sits ... 5 74.28 74.28 79.18 0.00 40240
Gold & General ... 5 52.86 53.27 56.85 0.90 40241
Income ... 5 354.5 354.5 378.1 4.98 40242
Intl Sec Sits ... 5 111.5 111.5 118.9 2.00 40243
Nth American ... 5 229.6 230.9 246.4 2.31 40244

Capital House Unit Tst Mngrs (0905)H
Capital House, Festival Square, Edinburgh.
031-228 4477 Dealing 0800 831561
European Gwth (c) ... 5 19.38 19.42 20.43 0.53 40246
Japan Gwth (c) ... 5 18.75 19.66 20.67 0.00 40247
Intnl Gwth (c) ... 5 19.54 19.71 20.96 1.95 40247
Japan Gwth (a) ... 5 22.66 22.66xd 24.10 – 40248
Nth Amer Gwth (a) ... 5 56.66 56.66xd 60.28 1.28 40249
UK Growth Tst ... 5 18.87 19.19 20.41 1.59 40250

Charinco/Charisharet (1000)F
33 King William Street, EC4R 9AS 01-280 2800
C'tsco Inc Aug 17 H ... 2 168.8 168.8 172.9 9.50 40254
C'tsco Acc Aug 17 H ... 2 626.1 626.1 641.2 9.50 40255
C'share Inc Aug 17 H ... 2 127.9 127.9xd 131.0 4.25 40256
C'share Acc Aug 17 H ... 2 129.5 129.5 134.6 4.10 40257

Chase Manhattan Fund Mgrs Ltd (1600)
PO Box 16, Coleman St, London EC2 01-726 7708
S & G Spec Sits ... 5 67.31 67.31 71.23 – 40280
Mgd Rlnment ... 5 72.02 72.02 76.21 – 40281
Do Accum ... 5 23.62 23.62 24.99 – 40282

Citicorp Unit Tst Mgrs Ltd (1000)F
Admin: 5 Rayleigh Rd, Hutton, Brentwood, Essex
Enquiries: 0277 227300 Dealing: 0277 261010
International ... 5 49.27 50.85xd 54.10 0.92 40283
Uk Capital ... 5 49.09 49.09 52.20 2.44 40284
UK Diversified ... 5 48.65 49.51xd 52.68 4.94 40285
SV Model Ptfolio ... 2 104.5 107.0xd 109.8 2.73 40286
Admin: Unit Trust Accounting & Mngt
20 Cheapside, London EC2

Enquiries & Dealing: 01-588 6064
Bridge Ass Gen Inc ... 5 58.73 58.73xd 61.82 – 40180
Do Accum ... 5 74.19 74.19xd 78.07 – –
Bridge Exempt ... 5 337.0 337.0xd 354.7 – 40185
Bridge Income ... 5 202.4 202.4 215.3 4.65 –

City Financial Serv & Inv Ltd (1100)F
20 Copthall Avenue, London EC2R 7PA 01-588 6064
Beckman Int Cap ... 5 203.1 203.1 209.2 – 40201
Sigmont Assets & ... 5 175.4 179.9 193.4 – 40202

Clerical Medical Unit Tst Mgrs Ltd (1600)H
Narrow Plain, Bristol BS2 0JH 0800 373993
American Gwth ... 5 19.10 19.41 20.54 0.35 40203
Atlas Mngd Gwth ... 5 22.30 22.51 23.88 0.67 40203
Dragon Growth ... 5 25.25 25.52 27.08 1.52 40204
Equity High Inc ... 5 57.50 58.85 62.11 4.86 40205
Do. Accum ... 5 58.26 59.64 62.94 4.86 40206
European Gwth ... 5 24.16 24.94 26.46 1.64 40207
General Equity ... 5 68.47 69.54 72.28 2.94 40208
Gilt & Fxd Int Gth ... 5 52.52 52.61 54.57 5.24 40209
Gilt & Fxd Int Inc ... 5 25.81 25.94 25.81 8.04 40210
International Inc ... 5 22.43 22.71xd 24.12 5.71 40280
Japan Growth ... 5 57.22 57.49 60.70 0.00 40211
Pacific Gwth ... 5 57.29 57.99 51.74 2.24 40282
Special Sits ... 5 35.64 36.99 39.25 2.01 40283

Commercial Union Tst Mngrs (1600)H
S. Helen's, 1 Undershaft, EC3P 3DQ Dealing 01-686 9818
CU UK & General ... 5 53.89 53.89 57.33 2.53 40284
Do Accum ... 5 56.14 56.14 59.72 2.53 40285
CU Income ... 5 55.70 55.70 54.26 9.49 40286
Do Accum ... 5 58.44 58.44 62.17 5.49 40287
Do Wwide Sp Sits ... 5 45.03 45.03xd 48.16 5.49 40288
Do Accum ... 5 45.68 45.68xd 48.86 0.49 40289
CU Gamma ... 5 37.11 37.11 39.48 0.84 40290
Do Accum ... 5 37.28 37.28 39.66 0.84 40291
Far East Gth ... 5 64.41 64.41 68.50 0.00 40292
CU American Gth ... 5 50.67 50.67 53.90 0.69 40293
CU European Gth ... 5 54.22 54.22 57.68 0.82 40294
CU W'wide Bd ... 5 40.77 40.77 43.38 1.68 40295
CU Gilt & Fxd Int ... 5 47.81 47.81 50.38 8.12 40296
CU Private Inv Port ... 5 47.35 47.35 50.19 5.19 40298
CU Prof Inv Port ... 5 46.19 46.19 53.39 7.14 40299
CU Prog Inv Port ... 5 48.72 48.82 51.94 1.95 40222

Confederation Funds Mngt Ltd (1200)F
Lytton Way, Stevenage, Herts SG1 2HW 0438 744050
Growth Fund ... 5 32.72 32.72xd 34.99 4.4 40247
High Income ... 5 24.11 24.32 25.87 7.8 40248
Japan ... 5 24.30 24.30 25.85 0.5 –
Property Shares ... 5 24.14 24.76 26.33 2.6 –
Smaller Co's ... 5 22.05 22.73 24.31 3.4 40249
Canadian Exempt ... 5 47.80 48.93xd 50.44 2.2 40208
European Exempt ... 5 39.31 39.94xd 41.17 3.1 40250
Pacific Exempt ... 5 50.96 52.09xd 53.70 1.4 40202
US Exempt ... 5 39.53 40.11xd 41.38 3.6 40203

Consistent Unit Tst Mngt Co Ltd (2100)F
20 Copthall Avenue, London EC2R 7PA 01-588 6064
Consistent UT ... 5 23.92 24.00xd 25.33 – 40204

Cornhill Unit Trust Mngrs Ltd (1000)F
PO Box 136, Beckenham, Kent BR3 4XB 01-658 9611
UK Equity Inc ... 5 55.68 56.91 59.49 3.7 40005
UK Equity Acc ... 5 57.80 58.53 62.27 3.7 40006
International Inc ... 5 54.34 54.76 58.25 2.7 40007
International Acc ... 5 54.99 55.41 58.95 2.7 40008
Property Sh Inc ... 5 36.42 37.07 39.44 3.6 40009
Property Sh Acc ... 5 37.11 37.78 40.19 3.6 –
Gilt & Fixed Int ... 5 47.09 47.97 49.95 8.0 –
Smaller Cos ... 5 47.25 48.31 51.39 6.0 –

Crown Unit Tst Services Ltd (1200)H
Crown House, Woking GU21 1XW 04862 5033
American ... 5 101.9 101.9xd 110.2 0.75 40010
Canadian Gwth ... 5 20.04 20.09 21.80 1.01 40011
European ... 5 44.29 45.30 49.10 1.01 –
Growth ... 5 261.9 264.9xd 282.6 2.70 40013
High Income ... 5 317.2 321.6 343.0 5.01 40014
Intl Technology ... 5 107.4 108.5 116.3 0.69 40015
Inv Trust Fd ... 5 26.08 26.08 28.41 0.70 40016
Japanese ... 5 241.2 241.2 259.0 – 40017
Mngd Int Equity ... 5 27.95 27.66 29.50 2.54 40018

Crusader Unit Tst Mgrs Ltd (1000)H
Delgate, Surrey, RH2 8BL 07372 42424
European Growth A ... 5 51.12 51.12 54.77 0.00 40021
Euro Spec Sits A ... 5 38.36 38.36 41.20 1.90 40020
International Inc ... 5 47.20 47.20 49.97 5.20 40022
Nth American Gth ... 5 41.87 41.87 48.78 0.00 40023
Pacific Growth ... 5 59.96 59.96 64.07 4.80 40024
UK Growth Acc ... 5 69.10 69.10 74.71 2.90 40024
UK Growth Dist ... 5 66.76 66.76 72.18 2.90 40025
UK Income ... 5 59.09 59.09 63.56 5.30 40026

Darlington Unit Tst Mngt Ltd (2000)H
9 The Crescent, Plymouth PL1 3AB 0752 673873
Total Performance ... 5 70.66 71.90 76.56 1.98 40027

Dimensional Tst Mangmnt Ltd (0905)F
1 Albemarle St, London W1X 3HF 01-499 5733
Japan Small Co's ... Q 970.38 970.38 999.06 – –
UK Small Cos ... Q 1335.6 1335.6 1414.9 – –

Discretionary Unit Fund Mngrs (1000)H
3-9 Sun St, London EC2M 2PG 01-377 1819
Disc Inc July 29 ... 5 147.5 155.0 163.2 5.10 40029
Do Accum July 29 ... 5 276.3 290.3 305.5 5.10 40030

Drummond Fund Mangt Ltd (1400)F
20 Copthall Ave, London, EC2R 7PA 01-588 6064
Glen Cap Fd Inc ... 5 44.33 45.56 48.46 3.83 40031
Glen Cap Fd Acc ... 5 79.35 81.55 86.73 3.83 40032
Glen Inc Fund Inc ... 5 85.93 87.51 93.10 4.12 40033
Glen Inc Fund Acc ... 5 172.4 175.7 186.9 4.12 40034

Dunedin Trust Mngmt Ltd (1600)F
54 St James's St, London SW1A 1JT 01-499 6383
Dunedin Dream Gen ... 5 46.84 49.18 51.40 0.00 –
Dunedin Intl Gth ... 5 31.81 32.38 34.44 0.40 40035
Dunedin Medm Gwth ... 5 38.75 38.75 41.22 1.40 40037
Dunedin Smlr Eur Co's ... 5 33.38 33.38 35.85 0.00 –
Dunedin Inc & Gth ... 5 36.82 36.82 39.17 6.80 40039
Dunedin French Gth ... 5 30.74 30.74 32.70 1.60 40040
Dunedin Smlr Cos Gth ... 5 30.26 30.26 32.19 1.50 40041
Dunedin UK Gth ... 5 44.87 46.20 49.14 1.47 40042

Dunedin Unit Tst Mngmt Ltd (1600)F
54 St James St, London SW1A 1JT 01-499 6383
Dunedin Belgian Gen ... 5 70.23 70.23xd 84.29 2.02 40043
Dunedin Canada Gth ... 5 73.15 73.15xd 77.82 2.60 40045
Dunedin Italian Gth ... 5 75.86 75.86xd 80.72 0.00 40046
Dunedin Spanish Gth ... 5 100.2 101.0xd 107.4 2.90 40047
Dunedin Inc Strtgy ... 4 99.56 100.6xd 105.8 8.06 40065

Dunedin Unit Tst Mngrs Ltd (0014)F
25, Rutland Terrace, Edinburgh 031-315 2500
British Gwth ... 5 168.4 174.1 185.2 1.90 40050
European Gwth ... 5 123.5 123.8 131.7 0.62 40051
Far East Inc ... 5 280.0 280.2 296.1 0.04 40052
Income ... 5 122.0 123.1 131.0 6.90 40053
Jap Smlr Co Inc ... 5 207.9 208.2 221.5 0.00 40054
Nth Amer Inc ... 5 101.3 102.6 109.2 0.48 40055
Exempt ... 5 88.26 90.69 95.49 5.94 40056

For ESC Amro see Dunedin Trust Mngt

EFM Unit Tst Mngrs Ltd (1400)H
4 Melville Crescent, Edinburgh 0345-090 526
American ... 5 58.20 58.20 61.84 1.62 40057
Capital ... 5 135.7 135.7 144.2 1.39 40058
Convertibles ... 5 23.93 24.47 26.00 7.60 40059
Euro Fund ... 5 23.35 23.49 24.78 1.23 40060
Growth & Inc ... 5 181.75 181.8xd 193.2 3.88 40061
High Dist ... 5 151.5 152.7 162.2 4.93 40062
International ... 5 209.5 209.9 222.6 1.01 40063
Resources ... 5 23.13 23.13 24.58 – 40064
Pacific ... 5 25.49 25.49 27.08 – 40065
Smlr Jap Cos ... 5 43.66 43.66 46.38 – 40066
Tokyo ... 5 200.8 200.8 212.9 – 40067

Eagle Star Unit Mngrs Ltd (1000)H
Bath Road, Cheltenham GL53 7LQ 0242 221911
UK Balanced Inc ... 5 81.43 83.46 88.55 2.74 40073
UK Balanced Acc ... 5 86.32 87.94 93.30 2.60 40074
UK Growth Acc ... 5 122.4 125.4 133.1 2.06 40075
UK High Inc Inc ... 5 93.04 95.48 101.4 4.32 40076
Nth America Acc ... 5 61.81 62.33xd 66.49 1.05 40077
Far Eastern Acc ... 5 118.3 119.0xd 126.9 .60 40078
European Acc ... 5 69.62 69.72xd 74.40 1.38 40079
UK Gilt & F I Inc ... 5 56.00 56.00 58.87 8.83 40080
UK Gilt & F I Acc ... 5 65.03 65.03 68.37 7.61 40081
Intl Spec Sits Acc ... 5 38.60 38.64 41.22 1.62 40082

Elcon Ltd (1600)F
Central Ct, Knoll Rise, Orpington, Bltc 0UA 0689 70538
Elcon Trust ... 5 131.43 132.6 142.3 – –

Equitable Units Admin Ltd (1600)F
Walton St., Aylesbury, Bucks, HP21 7QN 0296 431480
Europlus ... 4 39.13 40.17 42.74 1.82 40083
Far Eastern ... 4 113.79 118.12xd 125.66 0.32 40084
Pacific Growth ... 4 42.29 42.29 44.97 0.50 40085
High Income ... 4 97.35 99.78 106.15 4.80 40086
Intl Growth ... 4 54.98 56.43 60.14 1.83

FT UNIT TRUST INFORMATION SERVICE

INSURANCES

OTHER UK UNIT TRUSTS

FT UNIT TRUST INFORMATION SERVICE

Phoenix Assurance Co Ltd
Phoenix House, Redcliff Hill, Bristol 0272 294941

Life Assurance Funds	Bid Price	Offer Price	Yield Gross	City-Date
Wealth Ass.	389.6	410.2	-	43348
Extr Pn Eq	347.0	369.3	-	43249
Pension Plan Funds				
Phoenix				
UK Equity Acc.	172.6	181.6	-	43256
International Acc.	141.6	148.9	-	43251
Property Acc.	143.0	150.5	-	43252
Managed Acc.	155.2	163.3	-	43253
Money Acc.	142.5	150.3	-	43254
Bldg. Soc. Link Acc.	139.7	147.0	-	43255
Special Mngd. Acc.	154.2	162.3	-	43256
Phoenix/Framlington				
Intnl. Growth Acc.	88.50	93.10	-	43257
Am. Smlr. Cos. Acc.	86.60	91.10	-	43258
Capital Tst. Acc.	179.9	189.3	-	43259
Japan & Gen Acc.	198.7	209.1	-	43260
American Tsrn. Acc.	93.80	98.70	-	43261
Recovery Tst. Acc.	182.0	191.5	-	43262
Special Mngd Acc.	151.6	159.5	-	43263
Phoenix/GT				
International Acc.	133.6	140.6	-	43264
US & General Acc.	86.20	90.70	-	43265
Amer Secs Sits Acc.	64.70	68.10	-	43266
Japan & General Acc.	108.1	113.8	-	43267
Far East & Gen. Acc.	146.1	153.7	-	43268
UK Capital Acc.	182.7	192.3	-	43269
European Acc.	141.2	148.6	-	43270
Special Mngd. Acc.	131.0	137.8	-	43271

Pioneer Mutual Insurance Co Ltd
16 Crosby Rd. N. Waterloo, Liverpool 051-923 6655

	Bid Price	Offer Price	Yield Gross	City-Date
Managed Fund	266.9	281.0	-	43272
Man Pens Inc & Cap Fds	340.9	358.9	-	43273
Money Fund	113.1	119.7	-	43274
Pens Mngd Fd (Init)	90.0	94.8	-	43275
Pens Mngd Fd (Acc)	104.0	109.5	-	43276
Pens FT30 Fd (Init)	127.6	134.4	-	43277
Pens FT30 Fd (Acc)	147.4	155.2	-	43278
Pens D'Secs Mgd (Init)	59.5	62.7	-	43279
Pens D'Secs Mgd (Acc)	66.8	70.5	-	43280
Pens Fxd Int Fd (Init)	107.3	113.0	-	43281
Pens Fxd Int Fd (Acc)	123.9	130.5	-	43282
Pens Deposit Fd (Init)	101.6	107.0	-	43283
Pens Deposit Fd (Acc)	117.4	123.6	-	43284

Premium Life Assurance Co Ltd
37-39, Perrymount Road, Haywards Heath 0444 458721

	Bid Price	Offer Price	Yield Gross	City-Date
American	162.0	172.0	-	43285
Building Soc. Fd.	167.0	172.0	-	43286
Balanced	246.0	257.0	-	43287
Deposit	146.0	153.0	-	43288
European	123.0	130.0	-	43289
GT Managed	153.0	162.0	-	43290
Gartmore Mngd.	102.0	108.0	-	43291
German	91.0	96.0	-	43292
Gilt	167.0	176.0	-	43293
High Inc.	167.0	177.0	-	43294
International Equity	156.0	165.0	-	43295
Japan	222.0	234.0	-	43296
Managed	56.0	58.0	-	43297
Property	262.0	276.0	-	43298
R. W. Imperial Gold	128.0	135.0	-	43299
UK Equity	330.0	348.0	-	43300
Pensions Funds				
American	130.0	137.0	-	43301
Building Soc. Fd.	162.0	164.0	-	43302
Balanced	189.0	199.0	-	43303
Deposit	153.0	162.0	-	43304
European	123.0	130.0	-	43305
GT Managed	160.0	169.0	-	43306
Gartmore Mngd.	100.0	106.0	-	43307
German	87.0	92.0	-	43308
Gilt	141.0	149.0	-	43309
International Equity	117.0	124.0	-	43310
Japan	133.0	137.0	-	43311
Managed	56.0	59.0	-	43312
Property	200.0	211.0	-	43313
UK Equity	283.0	298.0	-	43314

Prolific Life & Pensions Ltd
Stormongate, Kendall, Cumbria LA9 4BE 0539 33733

Managed Fund see Balanced Growth Managed Fund				
Balanced Gwth Mngd.	153.6	-	-	43315
Adventurous Mngd.	79.0	-	-	-
Secure Mngd	98.3	103.6	-	-
Cash Fd.	219.0	230.9	-	43316
Property Fund	263.7	277.4	-	43317
Equity Fund	565.2	595.6	-	43318
Fxd Int. Fund	288.8	302.3	-	43319
International	251.0	264.7	-	43320
High Income	412.2	434.4	-	43321
Far East	383.0	403.9	-	43322
North American	209.2	219.9	-	43323
Special Sits.	520.1	548.1	-	43324
Technology	255.6	237.8	-	43325
Extra Inc Fd	334.9	349.1	-	43326
Convertible & Gilt Fd.	149.4	157.5	-	43327
American Income	105.6	111.3	-	43328
Gilt Fund 20	293.8	312.6	-	43329
European Fund	83.7	88.4	-	43330
Pref & Fixed Int.	96.2	101.4	-	-
Lthnd Gilt Mgd Pens Acc.	483.9	509.4	-	43331
Welcome Mgd Pens Acc.	98.5	103.6	-	-
Secure Mngd Pens Acc.	98.6	103.8	-	-
Building Soc. Acc.	220.3	231.5	-	43332
Property Pens. Acc.	273.5	287.9	-	43333
Fix. Int. Pens. Acc.	351.9	370.5	-	43334
Equity Pens. Acc.	523.4	550.8	-	43335
International Pens Acc.	224.1	235.8	-	43336
High Inc Pens Acc.	424.6	447.0	-	43337
Tech Pens Acc.	143.6	151.2	-	43338
N American Pens Acc.	146.3	147.2	-	43339
Far Eastern Pens Acc.	374.4	394.1	-	43340
Special Sits Pens Acc.	418.4	440.5	-	43341
Extra Income Pens Fd.	273.4	288.9	-	43342
Convertible & Gilt Pen.	158.6	167.0	-	43343
American Inc Pens	112.1	118.1	-	43344
European Pens	83.5	87.9	-	43345
Pref & Fixed Pens	98.0	103.2	-	-
Broker Funds				
McKenna Mngd Fund	136.4	143.6	-	43347
Acorn Managed Fund	124.3	129.8	-	43348
Portfolio 2000	137.2	144.5	-	43349
Allied Angio Mngd Fd.	109.3	115.1	-	43350
Brian Foster Mngd. Fds.	103.4	108.9	-	43351
Archer Managed	105.5	111.1	-	43352
Barton Intnl Managed	97.4	102.6	-	43353
BFP PR Inv Port.	96.4	101.5	-	43354
Chipperdale	86.7	92.6	-	43355
De Zoete Flexible In Bd.	84.8	89.3	-	43356
Downe Inc & Growth	80.4	84.7	-	43357
Coventry Inv	89.0	93.7	-	43358
EDN Prol Inc Pre Mngd.	126.7	133.4	-	43360
Berkeley St James	91.0	95.8	-	43361
FSC Managed Portfolio	62.3	66.2	-	43362
FIC Prosperity Fd.	145.9	153.6	-	43363
Case Inv Portfolio	102.8	108.3	-	43364
Sanitourne Mngd Bond	100.4	105.7	-	43365
MASTERFUND	103.2	107.7	-	43366
Ascot Mngd	95.8	100.9	-	43367
PBM Man Gwth & Inc	96.0	101.1	-	43368
JM Wide Prfolio Mngd	66.10	69.60	-	43369
Lloyd & Whyte Mngd	102.9	108.4	-	46228
For Capital Unit and Other Prices ring 0539-33733				

Property Equity & Life Ass. Co
Baxter Ave, Southend SS2 6QH 0702 333433

	Bid Price	Offer Price	Yield Gross	City-Date
Int Man Pension Fd	129.3	133.5	-	43369
Int. Man Dncy Bd Fd	-	129.2	-	43370
Int Man Dncy Bd Fxd	-	118.8	-	43371
Flexible Pens. Bd. Fd	-	161.9	-	43372
Flexible Mngd Bd. Fd	-	305.3	-	43373
Special Man. Inc. Fd	-	121.2	-	43374

Property Growth Assur Co Ltd
Sun Alliance House, Horsham 0403 641411

	Bid Price	Offer Price	Yield Gross	City-Date
Property Fund	391.7	-	-	43375
Property Fund (A)	374.3	-	-	43376
Agricultural Fund	490.7	-	-	43377
Agric. Fund (A)	472.8	-	-	43378
Abbey Nat. Fund	247.5	-	-	43379
Abbey Nat. Fd. (A)	314.7	-	-	43380
Investment Fund	212.2	-	-	43381
Investment Fund (A)	205.6	-	-	43382
Equity Fund	764.4	-	-	43383
Equity Fund (A)	742.2	-	-	43384
Money Fund	301.2	-	-	43385
Money Fund (A)	292.0	-	-	43386
Actuarial Fund	365.2	-	-	43387
Gilt-Edged Fund	260.9	-	-	43388
Gilt-Edged Fd. (A)	260.9	-	-	43389
Retire Annuity	718.7	-	-	43390
Immed Annuity	302.7	-	-	43391
International Fd.	388.5	-	-	43392
Bldg. Soc. Life Fd.	150.1	-	-	43393
Property Growth Pensions & Annuities Ltd				
All Wther Ac. Uts.	451.7	475.3	-	43394
Inv Fd. Uts	482.7	-	-	43395
Pension Fd Uts	436.5	-	-	43396
Conv. Pens. Fd.	525.0	-	-	43397
Cin. Pens. Cap Ut.	318.3	-	-	43398
Man Pens Fd	614.9	-	-	43399
Man Pens Cap Ut.	402.8	-	-	43400
Prop Pens Fd	486.6	-	-	43401
Prop Pens. Cap Ut.	310.9	-	-	43402
Bldg Soc Pens Ut.	445.6	-	-	43403
Bldg Soc Cap Ut	292.0	-	-	43404
Gilts Pens Fd	270.8	-	-	43405
Gilts Pens Fd Cap.	194.8	-	-	43406
Equity Pens Fd	522.4	-	-	43407
Equity Pens. Fd. Cap.	385.7	-	-	43408
Intl Pens Fd.	178.3	-	-	43409
Intl. Pens. Fd. Cap.	151.1	-	-	43410

Providence Capitol Life Assc. Co Ltd
30 Uxbridge Rd, London W12 8PE 01-749 9111

	Bid Price	Offer Price	Yield Gross	City-Date
UK Equity Acc	195.5	206.3	-	43411
UK Fixed Int Acc.	136.4	143.9	-	43412
Intl Equities Acc.	116.4	139.7	-	43413
UK Managed Acc	145.0	152.9	-	43414
Property Acc.	210.2	221.8	-	43415
Money Acc.	100.1	106.2	-	43416
Special Market Acc.	103.1	108.8	-	43417
Japanese Acc	142.7	150.6	-	43418
North American Acc	89.9	94.8	-	43419
Pacific Acc	77.1	81.4	-	43420
Technology Acc.	111.4	117.6	-	43421
Nat Resources Acc.	63.4	66.9	-	43422
Japan Growth Acc	122.8	129.6	-	43423
European Acc	73.8	77.9	-	43424
Residential Prop Acc	119.8	126.4	-	43425
Swiss Equities Acc.	32.5	34.3	-	43426
Hong Kong Acc	43.8	46.3	-	43427
UK High Inc Eq Acc	62.9	66.4	-	43428
Int Fixed Interest Acc.	47.4	50.1	-	-
Int Managed Acc.	46.7	49.2	-	-
Total Investment Bond				
UK Equity Initial	136.9	-	-	43429
UK Fixed Int Initial	95.7	-	-	43430
Intl Equities Initial	92.2	-	-	43431
UK Managed Initial	101.7	-	-	43432
Property Initial	148.6	-	-	43433
Money Initial	71.0	-	-	43434
Special Market Initial	87.5	-	-	43435
Japanese Initial	114.2	-	-	43436
North American Initial	72.0	-	-	43437
Pacific Initial	61.8	-	-	43438
Technology Initial	89.3	-	-	43439
Nat Resources Initial	50.7	-	-	43440
Japan Growth Initial	103.2	-	-	43441
European Initial	66.2	-	-	43442
Residential Prop Init.	117.9	-	-	43443
Swiss Equities Initial	31.7	-	-	43444
Hong Kong Initial	43.2	-	-	43445
UK High Inc Eq Init.	61.9	-	-	43446
Int Fixed Interest Init.	47.4	-	-	-
Int. Managed Init.	46.6	-	-	-
Broker Fund				
Towerhill Mgd Fun Acc.	47.9	50.5	-	43447
High Performance	60.5	63.8	-	43448
TRA Executive Fd	78.3	82.5	-	43449
Investment Master	37.7	-	-	43450
H F. Speculator Fd	114.4	-	-	43451
E. High Inc Money Fd	102.8	-	-	43452
E Global Growth Fd	102.8	-	-	43453
PEP Acorn Fd	100.2	-	-	-
AAF 5 Int Mgd Fund	98.9	-	-	-
Individual Pension Funds				
UK Equity Acc	212.6	224.3	-	43454
UK Fixed Interest Acc.	156.6	165.2	-	43455
Intl Equities Acc	165.9	175.0	-	43456
UK Managed Acc	149.0	157.1	-	43457
Property Acc	176.5	186.2	-	43458
Money Acc	112.5	118.7	-	43459
Special Market Acc.	137.1	144.7	-	43460
Japanese Acc	235.4	248.4	-	43461
North American Acc.	107.1	113.0	-	43462
Pacific Acc.	139.5	147.2	-	43463
Technology Acc.	140.7	153.7	-	43464
Natural Resources Acc.	97.3	102.7	-	43465
Japan Growth Acc.	267.2	281.9	-	43466
European Acc.	81.2	85.7	-	43467
Residential Prop Acc.	124.1	131.0	-	43468
Swiss Equities Acc.	31.4	33.2	-	43469
Hong Kong Acc.	42.4	44.8	-	43470
UK High Inc Eqs Acc.	65.6	69.3	-	43471
Int. Fixed Interest Acc.	47.4	50.1	-	-
Int Managed Acc.	46.5	49.0	-	-
Broker Fund				
Towerhill Mgd Pen Acc.	40.4	42.6	-	43472
Group Pension Funds				
Equity Acc.	414.1	433.1	-	43473
Fixed Interest Acc.	450.2	482.8	-	43474
Managed Acc.	101.8	107.8	-	43475

Provident Life Assoc Ltd
Provident Way, Basingstoke RG21 2SZ 0256 470707

	Bid Price	Offer Price	Yield Gross	City-Date
Unit Fund	900.7	955.7	-	43476
Equity Fund	206.6	216.9	-	43477
International Fd	131.4	138.0	-	43478
Fixed Interest Fd.	149.3	156.8	-	43479
Property Fund	172.7	181.3	-	43480
Index-Linked Fund	124.1	130.3	-	43481
Deposit Fund	129.5	136.0	-	43482
Pens. Mixed Unit Fd	208.5	218.9	-	43483
Gold Pensions				
Discretionary Fund	-	101.1	-	-
Equity Fund	-	101.4	-	-
Fixed Interest Fund	-	101.4	-	-
International Fund	-	98.0	-	-
Property Fund	-	100.0	-	-
Index-Linked Fund	-	101.1	-	-
Deposit Fund	-	101.1	-	-
S & F Consolidation	-	100.5	-	-
S & F Balanced	-	99.5	-	-
S & F Maximum Growth	-	99.0	-	-

Provident Mutual Life Assc. Assn.
William Rd, Hitchin, Herts SG4 0LP 0438 739000

	Bid Price	Offer Price	Yield Gross	City-Date
Managed Ord	290.7	306.0	-	43484
Managed Init.	240.1	252.7	-	43485
Equity Ord	417.7	439.7	-	43486
Equity Init	345.0	363.2	-	43487
Index Linked Gilt Ord	122.7	129.2	-	43488
Index Linked Gilt Init	105.8	111.4	-	43489
Overseas Equity Ord	254.4	267.8	-	43490
Overseas Equity Init	210.1	221.2	-	43491
Property Ord	168.6	177.5	-	43492
Property Init	139.2	146.5	-	43493
Fixed Interest Ord	169.7	178.6	-	43494
Fixed Interest Init	140.1	147.5	-	43495
Deposit Ord	139.2	146.5	-	43496
Deposit Init	111.7	117.6	-	43497
Pension Funds				
Managed Ord	352.4	370.9	-	43498
Managed Init	291.0	306.3	-	43499
Equity Ord	527.5	555.3	-	43500
Equity Init	435.7	458.6	-	43501
Per Ind Lkd Gilt Ord	132.2	139.2	-	43502
Per Ind Lkd Gilt Init	114.0	120.0	-	43503
Overseas Equity Ord	328.9	353.1	-	43504
Overseas Equity Init	237.8	258.3	-	43505
Property Ord	146.6	206.9	-	43506
Property Init	162.4	170.9	-	43507
Fixed Interest Ord	192.1	202.2	-	43508
Fixed Interest Init	158.6	166.9	-	43509
Deposit Ord	168.5	177.4	-	43510
Deposit Init	136.2	146.5	-	43511

For Provincial Life see Co Ltd see Prudific Life & Pensions Ltd

Prudential Assurance Co
Holborn Bars, London EC1N 2NH 01-405 9222

Prudund				
Managed Aug 17	J206.3	214.9!	-	43512

Prudential Holborn Life Ltd
30 Old Burlington St, London W1X 1LB 01-439 3134

Holborn Series I Life Funds				
Managed	468.0	471.6	-	-
Equity	948.6	956.5	-	-
Fixed Interest	372.9	391.6	-	-
Property	348.3	366.7	-	-
Cash	244.5	257.4	-	-
International	304.7	320.8	-	-
Holborn Series II Life Funds				
Managed	439.7	462.9	-	43513
Equity	890.6	937.5	-	43514
International	299.2	315.8	-	43515
Fixed Int.	363.2	382.4	-	43516
Property	348.3	366.7	-	43517
Cash	239.2	251.8	-	43518
Pacific Basin	174.6	184.5	-	43519
North America	119.2	125.5	-	43520
European	124.1	130.7	-	43521
Holborn Balanced Gwth	103.1	108.6	-	43522
Holborn Strategic Gwth	102.7	108.6	-	43523

Prudential Holborn Pensions Ltd
30 Old Burlington St, London W1X 1LB 01-439 3134

	Bid Price	Offer Price	Yield Gross	City-Date
Managed	480.0	505.3	-	43524
Equity	691.0	727.4	-	43525
Fixed Equity	194.5	204.8	-	43526
Fixed Interest	276.9	296.8	-	43527
Money	137.6	155.4	-	43528
Cash	143.9	150.6	-	43529
Index Linked Gilt	169.7	178.7	-	43530
Guaranteed	10.75	11.50	-	43531
International Money	185.8	195.6	-	43532
North American	53.4	56.3	-	43533
Japanese	124.0	130.6	-	43534
European	68.0	71.6	-	43535
Special Situations	108.2	108.1	-	43536
Corporate Bonds	84.3	88.8	-	43537
Smaller Companies	100.4	105.7	-	43538
International Small Cos.	109.4	115.7	-	-

Prudential Pensions Limited
Holborn Bars, London EC1N 2NH 01-405 9222

	Bid Price	Offer Price	Yield Gross	City-Date
Discretionary Aug 17	129.25	133.01	-	43539
Equity Fund 17	141.23	145.32	-	43540
International Aug 17	120.25	20.91	-	43541
Intl Bond Aug 17	110.44	113.57	-	43542
Fixed Int Aug 17	60.31	64.31	-	43543
Index Linked Aug 17	153.08	53.74	-	43544
Property Aug 17	153.08	53.74	-	43545
Cash Aug 17	18.9700	19.9700	-	43546
Prudlinked Retirement Plan				
Managed Aug 17	323.6	337.1	-	43547
Cash Aug 17	179.0	186.5	-	43548
Personal Pens. Invested Assets				
Pens Mngd Aug 19	133.6	140.7	-	43549
Pens UK Eq Aug 19	247.4	260.5	-	43550
Pens Int Aug 19	146.3	154.1	-	43551
Pens Fixed Aug 19	156.9	165.2	-	43552
Pens Index Lk Aug 19	136.1	140.4	-	43553
Pens Cash Aug 19	117.0	123.2	-	43554

Regency Life Assurance Co Ltd
55-57, High Holborn, London WC1V 6DU 01-831 7481

	Bid Price	Offer Price	Yield Gross	City-Date
Appreciation Pflio Fd	104.4	114.0	-	43555
Balanced Pflio Fd	255.2	300.2	-	43556
Emotions Pflio Fd	115.5	121.5	-	43557
Eltis Fund	88.9	103.1	-	43558
Eurocash Fund	69.1	69.5	-	43559
Far East Fund	107.4	113.0	-	43560
Fixed Interest Fund	239.8	246.1	-	43561
International Fund	256.9	258.8	-	43562
Money Fund	167.8	176.6	-	43563
N American Fd	94.7	99.6	-	43564
Property Fund	419.2	431.7	-	43565
A & M. Brazil Opps Fd.	94.2	88.6	-	43566
Sovereign Secs Inv	103.3	108.7	-	43567
Chart Series First Bd.	109.3	115.0	-	43568
Concord Fund	71.5	75.4	-	43569
Exec Master Fd.	52.5	63.2	-	43570
Endowment Growth Fd	103.4	108.8	-	43571
Bentley Hals LR Port.	91.2	96.0	-	43572
Milbourne Spec Port.	98.9	104.1	-	43573
Sentinel Global Fd.	103.3	108.7	-	43574

All funds have equivalent pension fund. Series 2 prices above. Others available from Regency Life.

Reliance Mutual
Reliance House, Tunbridge Wells, Kent 0892 510033

	Bid Price	Offer Price	Yield Gross	City-Date
Deposit Acc Fd	116.8	123.0	-	43575
Equity Acc Fd	266.1	280.1	-	43576
Managed Acc Fd	243.2	256.0	-	43577
Prop Fd (1st Issue)	-	512.0	-	43578
Prop Acc Fd (2nd Iss)	164.7	173.3	-	43579
Intl Trst Man. Fd.	96.5	99.5	-	43580
BL Pension Funds				
Deposit Acc.	146.7	154.4	-	43581
Equity Acc	195.4	205.7	-	43582
Fixed Int. Acc.	149.8	157.6	-	43583
Gilt Index Lnk Acc	122.7	129.2	-	43584
Managed Acc	225.8	237.7	-	43585

Royal Heritage Life Assurance Ltd
20 Clifton St, EC2A 4HX 01-920 0202/0733 262524

	Bid Price	Offer Price	Yield Gross	City-Date
Multi Gwth	448.49	-	-	43586
Multi Gwth "A"	448.4	472.1	-	43587
Equity	370.7	390.2	-	43588
Op Equity	705.3	742.5	-	43589
Op High Yld	330.6	357.5	-	43590
Op Inc	536.5	566.9	-	43591
Op Dep	258.6	272.3	9.55	43592
Op Bnd	225.7	237.6	-	43593
Op Inc Dis	182.6	199.3	7.70	43594
Op Hn Man	289.3	304.6	-	43595
Op USS	89.4	94.2	-	43596
Op Energy Co's	252.1	265.4	-	43597
Pension Funds-Series B & C Acc.				
Property	618.9	651.5	-	43598
Equity	1774.6	1868.1	-	43599
Fixed Interest	577.1	650.7	-	43600
Managed	919.9	968.4	-	43601
Deposit	474.3	499.3	-	43602
Garmore Global	162.5	171.1	-	43603
Garmore NA	75.2	79.2	-	43604
Garmore Pacific	198.1	208.6	-	43605
Henderson Acc	160.5	169.0	-	43606
Framlington Mng.	155.1	163.3	-	43607
Framlington Mng.	154.8	163.0	-	43608
Garmore Pen Mngd	150.5	158.5	-	43609
Garmore Pen Eqty	99.2	104.5	-	43610
BTL Pen Gilt Fd	149.6	157.5	-	43611
Sillala MPF	134.6	141.7	-	43612
BTL Pension Prop	111.3	118.3	-	43613
Gartmore Pen Fund	104.5	110.0	-	43614
Aldra Pension Fund	152.4	160.5	-	43615
Kelgbrokdge Ce Pen	87.8	92.5	-	43616
Lazard Pen	122.5	129.0	-	43617
Sefton Cap. Pen. Fd.	89.4	94.7	-	43618
Senior Nauto Pens Fd.	103.3	108.8	-	43619
Sun Life Portfolio	78.1	82.3	-	43620
Ark Euro Pen	75.7	79.7	-	46121
IMC Pen SB Ser B	95.0	100.0	-	-
Pension Funds-Series II				
Property	155.5	155.5	-	43621
Equity	117.4	117.4	-	43622
Fixed Interest	145.4	145.4	-	43623
Managed	115.2	115.2	-	43624
Deposit	137.7	137.7	-	43625
Garmore Global	100.9	100.9	-	43626
Garmore NA	84.2	84.2	-	43627
Garmore Pacific	102.8	102.8	-	43628
Henderson Acc	117.3	117.3	-	43629
Perpetual Mng.	112.0	112.0	-	43630
Framlington Mngs	122.2	122.2	-	43631
Garmore Pen Mngd	122.2	122.2	-	43632
Garmore Pen Eqty	75.0	75.0	-	43633
Kelgbrokdge DMS Pen	96.7	96.7	-	43634
Ark Euro Pen	96.1	96.1	-	46122

For Pensions Capital Units please ring ext 2285 or 2369

Equity Funds

	Bid Price	Offer Price	Yield Gross	City-Date
Australia	86.9	91.5	-	43635
Eastern	148.1	155.9	-	43636
Energy Income	116.2	122.3	-	43637
Europe	98.8	104.0	-	43638
Growth & Income	100.8	106.2	-	43639
Japan Special	122.4	132.1	-	43640
Japan Smlr Cos	138.7	146.0	-	43641
First Japan	90.0	94.8	-	43642
First North America	73.7	77.6	-	43643
Smlr Smlr Cos	138.3	138.7	-	43644
Managed	107.4	113.1	-	43645
MIM Britannia				
American Growth	66.0	69.5	-	43646
European Smaller	81.7	86.0	-	43647
International Leisure	86.8	91.4	-	43648
Japan Smlr Cos	74.1	78.0	-	43649
US Smlr Co's	92.3	97.2	-	43650
Commodity	79.9	84.2	-	43651
Extra Inc.	142.6	150.2	-	43652
Far East	145.6	153.3	-	43653
Fin Secs	153.2	161.3	-	43654
Gold	40.7	42.9	-	43655
Inc Growth	229.3	241.4	-	43656
Intl Growth	139.2	146.6	-	43657
Intl Recovery	201.3	211.9	-	43658
Japan Perf	243.6	256.4	-	43659
Japan Smlr Cos	149.0	156.9	-	43660
Nat High	229.0	224.8	-	43661
Prop Shares	195.3	205.6	-	43662
Smaller Cos	285.3	300.4	-	43663
Unlv Energy	56.9	59.9	-	43664
World Tech	101.5	106.9	-	43665
Man Growth	168.1	177.0	-	43666
Gilt	80.7	85.0	-	43667
Hong Kong	67.0	70.6	-	43668
Aust Growth	63.6	67.0	-	43669
European Perf	68.6	72.3	-	43670
Fixed Funds				
American	110.7	116.6	-	43671
Australian	67.5	71.1	-	43672
British	172.3	181.4	-	43673
Commodity	114.9	121.0	-	43674
European	123.5	130.0	-	43675
Extra Inc.	199.0	209.5	-	43676
Far East	224.7	235.2	-	43677
Frontier Markets	99.7	105.0	-	43678
Intl Fixed Interest	122.9	129.4	-	43679
Local Sterling	267.1	281.2	-	43680
Gold Share	53.9	56.4	-	43681
Hedged American	107.3	113.0	-	43682
High Inc.	264.5	268.7	-	43683
Hong Kong	97.1	98.0	-	43684
Income	321.1	338.1	-	43685
Japan	280.6	295.4	-	43686
Oil & Energy	139.5	146.9	-	43687
Special Sits	252.2	265.5	-	43688
UK Smlr Cos	236.9	249.4	-	43689
Man Gth	282.5	297.4	-	43690
Garmore Funds (formerly Gmo Funds)				
Global Inc & Gwth	102.4	107.8	-	43691
Worldwide Recovery	103.9	109.4	-	43692
US Select Opps	68.2	71.8	-	43693

FT UNIT TRUST INFORMATION SERVICE

Eagle Star International
Hilary Hse, Prospect Hill, Douglas, IoM — 0624 20461

	Bid Price	Offer Price	Yield Gross	City-line
Selg Blue Chip	10.963	1.036		44896
Selg Performance	10.962	1.035		44897
Selg Adventure	10.963	1.038		44898
US Dollar Blue Chip	10.983	1.057		44899
US Dlr Performance	10.953	1.004		44900
US Dlr Adventure	10.927	0.997		44901
Eagle Blue Chip*	13.397	5.894		—
Eagle Performance*	13.383	5.867		—
Eagle Adventure*	13.433	5.928		—

* Prices quoted are Sterling-equivalent.
For other fund prices please ring 0624 20601

Equity & Law International Life Assur Co Ltd
Victory Hse, Prospect Hill, Douglas, IoM — 0624 77877

	Bid Price	Offer Price	Yield Gross	City-line
European Equity	57.3	61.4		44915
Far Eastern Equity	1.293	1.347		44916
North American Equity	0.527	0.549		44917
UK Equity	67.1	72.4		44918
UK Gilt & Fixed Int	59.5	63.7		44919
Dollar Deposit	10.347	0.366		44920
Sterling Deposit	59.8	64.9		44921
Managed Currency	43.1	45.5		44922
International Managed	63.7	68.4		44923

Eurolife Assurance Group
5-11 Mortimer St, London W1N 7RH — 01-631 0776

	Bid Price	Offer Price	Yield Gross	City-line
Sterling Managed Fd	144.8			44711
Local Currency Fd	141.3			44712
Discretionary Fund	114.3			44713

Finanzen International Ltd
Sydney Vance Rlv, St Peter Port Guernsey

	Bid Price	Offer Price	Yield Gross	City-line
Intl $ Strategy Fd	0.957	1.024		44987
Intl £ Strategy Fd	98.0	105.4		44988

Underwritten by Providence Capital Intl.

Hansard International Ltd.
29-31 Duke Street, Douglas IoM — 0624 72211

	Bid Price	Offer Price	Yield Gross	City-line
£ Managed	0.099	0.099		48213
£ Equity	0.101	0.109		48213
£ Fixed	0.105	0.113		48213
£ Deposit	0.103	0.111		48213
Intl Managed	0.098	0.106		48147
US $ Managed	0.095	0.095		48214
US $ Stock Mkt	0.079	0.085		48217
US $ Fixed Interest	0.097	0.107		48218
US $ Deposit	0.102	0.110		48219
Yen Managed	0.102	0.110		48220
Hong Kong	0.107	0.114		48148
SFr German Managed	0.0117	0.126		48221
SFr Deposit	0.0999	0.1079		48149
Deutsche Mark	0.100	0.108		48222
Yen Deposit	0.100	0.108		48153

MEL Britannia Int Asr Ltd
Collinson Hse, Port Erin, IoM — 0624 833345

	Bid Price	Offer Price	Yield Gross	City-line
Sterling Deposit	124.5	138.9		43481
Sterling Max Convtbl	119.3	133.1		43482
GIT	122.8	137.0		43483
Intl Managed	128.8	137.7		43484
SAUF (BMM)	120.0	129.0		43485
SAUF (Gtd)	104.2	104.7		43486
Equity Index Fund	89.1	99.4		43487
Pacific Fund				
Sterling Managed Growth	77.9	82.9		43488
Do Aggressive	68.2	72.6		43489
Dollar Managed Growth	89.9	96.7		43490
Do Accum	95.3	102.5		43491
Money Market Growth	93.2	100.2		43492
Do Accum	100.9	108.5		43493
DFS Dollar	75.9	81.7		43494
DFS Sterling	66.3	71.3		43495

NM Schroder Life Assurance Int Ltd*
Box 273, St. Peter Port, Guernsey — 0481 28750

	Bid Price	Offer Price	Yield Gross	City-line
Mngd. Cash Fund	8.996			45539
£ Fixed Int. Life Fund	110.754	11.855		45539
£ Equity Life Fund	52.343	2.817		45540
£ Fixed Life Fund	10.000	0.000		45541
$ Equity Life Fund	52.288	2.458		45542
$ Managed Life Fund	51.841	1.978		45543
Hong Kong Life Fund	10.339	0.000		45544

*Prices Aug 17. Next dealing Aug 24
Weekly Dealing

Premium Life International Ltd
PO Box 141, St Peter Port, Guernsey — 0481 21374

	Bid Price	Offer Price	Yield Gross	City-line
Guernsey Int'l	94.01	96.0		44405
GT Managed Sterling	121.0	131.0		44405
GT Managed Dollar	156.0	156.0		44406
Anderson Mngd Currency	146.0	146.0		44407
Anderson Mngd Dollar	177.0	191.0		45408

Providence Capital International Ltd
PO Box 121, St Peter Port, Guernsey — 0481 26726

	Bid Price	Offer Price	Yield Gross	City-line
$ Stlg Managed	208.2	224.9		45410
£ Equity	208.3	224.9		45411
£ UK Sch Market	206.3	308.0		45412
£ Special Market	185.3	198.3		45413
£ SFr Fixed Interest	238.5	254.5		45414
£ Stlg Money Mkt	173.8	173.8		45415
£ Capital Guarantee	97.1	104.4		45416
$ Dollar Managed	51.809	1.946		45417
$ Intl Stock Mkt	51.455	1.915		45418
$ Itch Am Stk Mkt	51.434	1.543		45419
$ Pacific	52.448	2.633		45420
$ Hong Kong	51.992	1.716		45421
$ World Stock Mkt	52.215	2.053		45422
$ Intl Fixed Int	52.115	2.273		45423
$ Intl Property	52.192	2.203		45424
$ Intl Dollar Mkt	52.153	2.073		45425
$ Dlr Money Mkt	51.845	1.769		45426
Swiss Franc Mngd	SFr4.736	3.123		45427
Swiss Franc Money Mkt	SFr4.601	1.102		45428
Y Japan	Y726	264		45429
Y Yen Money Mkt	Y248	264		45430
£ DFS Global Port	79.2	84.2		45431
£ YRA Worldwide	78.5	83.4		45432

For other prices ring 0481 26726-9

Royal Life Intl. Ltd
Bridge Hse, Castletown, IoM — 0624 824151

	Bid Price	Offer Price	Yield Gross	City-line
AS & Or Offshore Bd F	10.239	0.849		45715
Abbey & Co Offshore Fd	10.609	0.741		45716
Buckingham Offshore Mon				—
LWI Sep Growth	50.948	1.811		45716
Lacombe Intl. Fd.	51.669	1.839		45717
Pembroke Growth A	60.773	0.830		45718
Penn Growth (Bermuda)	11.482			45719
Royal Life Int Bd Fd	51.329	1.319		45720
Royal Life Gilt Fd	51.139	1.209		45721
Royal Life UK Equ Fd	51.315	1.415		45722
Royal Life Amer Fd	51.248	1.342		45723
Royal Life Euro Fd	51.268	1.362		45724
Royal Life Far East Fd	51.103	1.172		45725
Rl Life Intl Gnth Fd	50.889	0.947		45726
Royal Life Intl Prop	52.776	2.465		45727
SAUF (BMM)	120.0	129.0		45728
Tax Exempt Intl Gth Fd	50.789	0.848		45729
Young & Co Int Port	51.271	1.367		45730
YRA Growth Fd	49.924	0.924		45731
YRA Growth & Inc	50.882	0.949		45731
NLB Comment Fund	58.912			45732

Sun Alliance International Life
PO Box 77, St Peter Port, Guernsey — 0481 23539

	Bid Price	Offer Price	Yield Gross	City-line
Inter Dollar Fund	5.62	6.62		45825
Far East Fund	8.46	9.11		45826
Intl. Currency Fund	3.75	4.04		45827
Dollar Fxd. Int. Fund	4.26	4.61		45828
Ster. Exempt Gilt Fd.	3.66	3.95		45829
Managed Fund	51.52	1.65		45829

Unilife Group
5 Rd Joseph II Luxembourg — Tlx 2089 Tel 475062

	Bid Price	Offer Price	Yield Gross	City-line
Sterling Pens Plan	0.79	0.85		45901
US Dollar Pens Plan	0.74	0.80		45902
Yen Pens Plan	Y259	224		45903
Eco Pens Plan	Ecu0.75	0.81		45910
Sterling Man Fd	1.35	1.45		45911
Sterling Fixed Int Fd	1.30	1.39		45912
US Dollar Man Fd	1.18	1.25		45913
US Dollar Fixed Int Fd	1.12	1.19		45914
Eco Bond Fd	Ecu1.14	1.20		45915
Deposit Dollars Fd		0.95		45916
Deposit Sterling Fd		0.95		45917
Deposit Chf C.F.F.		1.02		45918
LWI Universal Stg Mgd	6.	1.08		45919
LWI Universal $ Mngd	5.	0.73		45920
Mathesons $ Pens	0.60	0.72		45921
Mathesons $ Pens	0.68	0.72		45922
EDH Managed Fund	50.70	0.76		45923
Royal Westminster Fund	0.75	0.79		45924
Westen Special Sits	1.02	1.10		—
P.I.C. $ Managed	5.74	.774		45925
Argent Stg High Yld	9.93			—
Argent Stg Blue	9.82			—
Argent Stg Easy Gth	10.00			—
Argent Dlr Blue	10.00			—

OTHER OFFSHORE FUNDS

Abbey Global Investment Fund

	Bid Price	Offer Price	Yield Gross	City-line
Intl Inc & Gth Fd	1.01	1.08		44602
Sterling Inc	0.96	1.13		44603
UK Gth Fnd	0.70	0.80		44604
American Gth Fnd	0.84	1.02		44605
Sterling Prices	1.00	1.00		44606
European Gth Fnd	Ecu1.92	2.03		44607
Sterling Prices	1.23	1.32		44608
Japanese Gth Fnd	1.23	1.30		44609
Sterling Prices	1.02	1.07		44610
Pacific Basin Gth Fnd	1.29	1.37		44611
Sterling Prices	1.02	1.07		44612
Sterling Cash	1.02	1.08		44613

Adams & Nevile Fund Mngt (Guernsey) Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Worldwide Bond Fund Acc	1.79	1.86		44614
Worldwide Bond Fund Inc	1.44	1.51		44614
Worldwide Equity Fd Acc	1.50	1.62		44616
Worldwide Equity Inc	1.09	1.12		—

Adig Investment

	Bid Price	Offer Price	Yield Gross	City-line
Adivest	DM22.10	22.76		44617
Distribution Aug	DM1.40			—
Advest	DM28.88	29.57		44618
Distribution Aug	DM1.72			—
Fondak	DM32.25	35.46		44619
Distribution Aug	DM1.36			—
Fondis	DM50.51	52.49		44620
Distribution Aug	DM0.95			—

Aetna Federated Intl Mngrs (Lux) SA
Aetna Federated Intl Funds Fund

	Bid Price	Offer Price	Yield Gross	City-line
Growth Fund				
American Equity	34.96			44229
Asian Equity	22.72			44230
Australian Equity	A$9.33			44231
European Equity	34.89			44232
Japanese Equity	41.47			44233
UK Equity	13.13			44234
Income and Growth Funds				
American Inc & Gwth	34.96			44235
European Inc & Gwth	34.71			44236
Pac Basin Inc & Gwth	35.12			44237
UK Inc & Gwth	25.18			44238
Income Funds				
Australian $ Bond	A$9.12			44239
Canadian $ Bond	C$9.63			44240
Deutschmark Bond	DM4.93			44241
Mngd European Bd	34.47			44242
Sterling Bond	34.99			44243
US Dollar Bond	35.00			44244
Yen Bond	1497			44245
Liquid Reserve Fund				
Deutschmark Res	DM5.00			44246
Sterling Reserve	C$.11			44247
US Dollar Res	$5.09			44248
Yen Reserve	Y505			44249

Aetna Intl Assurance (Bermuda) Ltd
Exchange rate at Valuation Day US$1.6850

	Bid Price	Offer Price	Yield Gross	City-line
Commodity (3)	96.835	7.195		44621
Dollar Deposit (3)	$2.130	2.245		44622
Eurogrowth (3)	$9.850	0.975		44623
European Equity (3)	£10.0	201.1		44624
Select Managed (3)	£1.000	1.149		44625
Gold (3)	$1.230	1.295		44626
Grinsom (3)	£10.000	0.570		44627
Internat'l Equity (3)	39.845	10.410		44628
Inter Fixed Int $ (3)	$7.980	9.295		44629
International Bond (3)	$7.495	7.890		44630
$ American Equity (3)	$1.000	1.000		44631
Pacific Enterprise (3)	$1.145	1.310		44632
Pacific Equity (3)	$1.029	1.090		44633
Size 2 (3)	137.6	144.9		44634
Size 3 (3)	152.5	158.5		44635
Size 4 (3)	168.9	154.9		44636
Sterling Deposit (3)	210.9	221.4		44637
Sterling Fixed Int (3)	392.7	413.4		44638
UK Equity (3)	245.3	257.5		44639
UK Managed (3)	364.7	383.9		44640
UK Property (2)	209.7	220.8		44641
World Growth (3)	$1.240	1.310		44642

Alexander Hosie via CL-Alexander Hosie

Alliance Capital Management Intl. Inc.

	Bid Price	Offer Price	Yield Gross	City-line
Alliance	$5.97	5.65		44664
Global Bond Fund	$11.57	11.95		44665
Health Care	$13.67	14.45		44666
Hi Grade Bond	$10.33	10.93	6.63	44667
Hi Yield Bond	$8.49	8.98	11.76	44668
International	$14.04	14.86		44669
Intl. Tech	$17.63	18.31		44670
Quasar Cl for $1	$16.93	17.28		44671
Mortgage	$8.95	9.47	10.39	44672
Surveyor	$10.77	11.40		44673
Technology	$20.16	21.33		44674

Alliance International Currency Reserves
US Dollar Reserves May 16-22 $9.0010 (5.67%ea)

Allied Irish Fund Managers (CI) Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Sterling Currency Fd	£11.9065		7.81	44683
Managed Currency Fd	£29.3338		30.02	44684
Da Sterling Equivalent	£17.2903		20.07	44685
Eku	Ecu11.2855		5.59	—
Irish Gilt Fd	£143.2810		20.781	—

Anglo-Swiss Asset Management Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Anglo-Swiss Cap.	£9.13	9.32		44686
Anglo-Swiss Inc	£8.72	8.91		44687

Asian Development Equity Fund
NAV Aug 19 — $10.41 | 44688

Asset Global Funds Ltd

	Bid Price	Offer Price	Yield Gross	City-line
French Equity	FFr100	108.1		44689
UK Gilt	£10.31	10.89xd		44690
UK Equity	£13.34	14.37xd		44691
US Bond	$10.44	11.12xd		44692

BAIT Multicurrency (SICAV)

	Bid Price	Offer Price	Yield Gross	City-line
US Dollars	$1,192.54			44693
Ecus	Ecu1,088.24			44694
Yen	Y28,335			44695
French Franc	FFr10,751.72			44696

B.L.A. Bond Investments AG

	Bid Price	Offer Price	Yield Gross	City-line
Bond Sr. Series A	SFr2.340	11.500		—
Bond Sr. Series B	SFr2.034	11.501		44697

BBA-Banque de Marches et d'Arbitrage

	Bid Price	Offer Price	Yield Gross	City-line
Bond Plus Fund	FF2123.35			44698
Bond Security	FF4108.17			44700

BMP Inv Mgmnt (Jersey) Ltd
BMP International Fund Ltd

	Bid Price	Offer Price	Yield Gross	City-line
US Dollar	$10.98		6.47	44701
Sterling	£10.20		2.60	44702
DMark	DM30.04		2.76	44703
Intl Managed Sts	$9.39			—
BMP Managed Fund Ltd				
Australian	$10.02	10.43		44704
European	£8.00	8.33		44705
Far East	$14.70	15.30		44706
French Claus	$10.22	10.64		44707
North American	$9.78	10.18		44708

Julius Baer Bank & Trust Co Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Bahamas $ Mgd Fd	$1602.00	1636.00		44709
S.Fran. J Baer Fd*	$1101.00	1126.00		44710
Intl Bond J Baer Fd*	$8200.00	8400.00		44711

*Plus charge

Bankford Brandt Guernsey Mngt. Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Technical Comm	£7.30	7.79		44712
Stable Stock Fd	£44.65	74.07		44713
Western Europe	£15.55	16.56		44714

Bankamerica Tst Co (Jersey) Ltd
Worldwest Inc — $222.31 | 223.43 | 7.63 | 44715
Valued weekly on Wednesdays

Banque Scandinave Fd. Mgrs. Ltd.
BSB Intl. Inv Fd. Ltd.

	Bid Price	Offer Price	Yield Gross	City-line
Intl Equity Fd	$1.79	1.84		44716
Intl Trust Inc Fd	$1.17	1.19		44717

Barclays Intl Funds

	Bid Price	Offer Price	Yield Gross	City-line
Currency Funds				
Sterling	124.42		6.53	44718
US Dollar	105.75		6.32	44719
Deutschmark	DM48.23		3.80	44720
Yen	Y3462		2.67	44721
Managed Multicurrency	£10.72	11.10		44722
Managed Multicurrency	$10.55	11.20		44723
Bond Funds				
UK Gilts	$9.420	9.437xd	11.2	44724
US Government Income	$94.37	97.74xd	8.2	44725
International	$11.62	12.36	9.9	44726
Managed Multicurrency	£10.72	11.10		44727
Managed Multicurrency	$10.55	11.20		44728
Equity Funds				
North Am Equity (Inc)	£12.31	13.16	0.7	44732
North Am Equity (Acc)	£20.97	22.41	0.7	44733
European Equity (Inc)	£0.422	0.453xd	0.7	44734
European Equity (Acc)	£0.717	0.769xd	0.7	44735
Australian Eq (Income)	$1.250	1.338xd	1.5	44736
Australian Eq (Accum)	$2.127	2.284xd	1.5	44737
Japanese Eq (Income)	$1.154	1.239xd	1.5	44738
Japanese Eq (Accum)	$1.964	2.091xd	1.5	44739
Austln Mnd (Income)	£0.747	0.802	2.2	44740
Austln Mnd (Accum)	£1.271	1.365	2.2	44741
Austln Mnd (Inc)	£0.720	0.762	2.2	44742
Austln Mnd (Acc)	£1.225	1.303	2.2	44743
Intl Equity (Income)	£0.217	1.295xd	0.4	44744
Intl Equity (Accum)	£2.070	2.205xd	0.4	44745
Intl Equity (Inc)	£1.103	1.292xd	0.4	44746
Intl Equity (Acc)	£1.103	1.292xd	0.4	44747
UK Equity (Income)	£1.707	1.813xd	1.3	44748
UK Equity (Accum)	£1.796	1.911xd	1.3	44749
UK Equity (Inc)	£1.001	1.065xd	1.3	44750
UK Equity (Acc)	£1.707	1.813xd	1.3	44751
Pacific Eq (Income)	£3.732	3.971	0.9	44752
Pacific Equity (Acc)	£6.356	6.757	0.9	44753

* Isle of Man Funds

Baring Fund Managers (Guernsey) Ltd
Baring Currency Fund Ltd

	Bid Price	Offer Price	Yield Gross	City-line
US Dollar	$12.17			44754
Sterling	£13.40			44755
Deutschmarks	DM33.44			44756
Japanese Yen	Y3413			44757
Managed	$29.47			44758

Baring International Group

	Bid Price	Offer Price	Yield Gross	City-line
Australia	$18.46	19.87	1.0	44759
Britain Regen'n Fd	0.98	1.04		—
Europe	19.58	18.27	2.0	44760
Hong Kong	58.60	30.43	2.7	44761
Japan Tech	56.77	60.14	0.0	44762
Japan Small Cos	$27.23	29.04	1.0	44763
Japan New Earth Fd	$14.30	15.33	1.0	44764
Malay Stgy	$27.97	30.12	1.0	44765
Pacific Basin	$14.77	15.82	1.0	44766
Octopus Fund	$13.34	12.15	1.0	44766
Pacific Fd	$42.160	43.210	1.0	44767
Pacific Intl Fd	$22.44	23.53	1.0	44768
Bond Fd	$14.200	14.910	7.23	44769

Barrington Mgmt (CI)-Barrington Fd.
Intl Inc Aug 18 — $168.0 | 181.0 | 4.21 | 44770

Bermuda Intl Invest Mgmt Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Anchor Intl Cp	$16.34	16.35xd	1.02	45831
Bda Intl Bond (Cap)	$26.65	28.95		44771
Bda Intl Bond (Inc)	$11.86	12.88		44772
Bda Intl Commodity	$11.64	11.77		44773
Bda Intl Dvsy (Dep)	$15.04	15.20		44774
Bda Intl Dvsy (Acc)	$14.89	15.20		44775
Bda Intl Equity (Inc)	$19.20	15.40		44776
Cda S Inv Bond A	C$14.50	14.44		44777
Canadian S Inv Bd B	C$14.50	14.44		44778
Fortune Cap	$29.01	9.30		44779
Jap Dom Spcl Sits	$18.45	18.83		44780

Brazilian Securities Ltd
Brazilian Inv Co SICAV — $11.47 | 1 | -1 44782

Bridge Management Ltd
P'folio — 44783
Mapon Fund — 44784

Bridge Singapore Asset Management Ltd
S & M Sy T — $8.97 | 9.39 | 10.00 | 44785

Bruton Stockbroking Fund Mgmt (CI) Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Bruton Stk(Daily)	£10.59	10.79	9.30	44786
Sterling Cap (Daily)	£25.47	25.49		44787
Intl. Bond (Daily)	£15.64	16.32xd	7.92	44788
Int Currency (Wkly)	£1.41	1.49	5.36	44789

Butterfield Management Co Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Butterfield Dollar	$14.15			44790
Butterfield Sterling	£6.52	7.14		44791
Butterfield Int Acc	£4.67	4.90		44792
Butterfield Inc Acc	£5.14	5.31		44793
Butterfield Income Dlr	$0.80	0.85		44794

CAL Investments (Intl) Ltd
CAL C.A. C* — 43.2 | 46.61 | -1 44795
*Dealings Monthly.

CL-Alexander Hosie (Bermuda) Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Spitzenfond Ltd	$17.38			—
Vinod Gtd Ltd Mar 93	10.06			44796

CMC Asset Management Limited

	Bid Price	Offer Price	Yield Gross	City-line
CMC Balanced Growth Fd				
Sterling Asset Class	£10.79	11.39		44800
International Class	£10.75	11.28		44801

Capital Bonds Investment Management Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Eurpnr Fund	$24.04	24.75		44827
Euro Global Inc Fd	$94.98	99.36	0.56	44828

Capital International

	Bid Price	Offer Price	Yield Gross	City-line
Capital Int. Fund	$77.50			44829

Cartesia International

	Bid Price	Offer Price	Yield Gross	City-line
Cartesia Inc	$112.43			44857

Credit Suisse

	Bid Price	Offer Price	Yield Gross	City-line
CS Money Mkt Fd US$	$1,387.39	1,387.31		44858
CS Money Mkt Fd DM	DM1,210.1	1,210.1		44859
CS Money Mkt Fd £	£1,384.10	1,384.10		44860
CS Money Mkt Fd Yen	Y111,791	111,792		44861
CS Prime Rate Dlr A/B	DM102.02	102.03		44862
CS Short-Trm Bd $ A	$100.75	100.76		44863
CS Short-Trm Bd $ B	$106.34	106.17		—
CS Short-Trm Bd DM A	DM102.42	102.43		44864
CS Short-Trm Bd DM B	DM107.23	107.34		—
CS Short-Trm Bd £ A	£105.49	105.50		—
CS Eco Bd B	Ecu12.76	13.77		—
CS Canadian Bd A	DM100.08	100.01		—
CS Canadian Bd B	DM108.48	108.49		—
CS Gold	$152.29	155.11		—

Creditanstalt Asset Mngmt Ltd
Creditanstalt Int Fd Aug 9.1 — $105.64 | -1 44865

Credit Commercial de France

	Bid Price	Offer Price	Yield Gross	City-line
Euro Sovir Cos Class A	Ecu10.89			44866
Euro Sovir Cos Class B	Ecu10.89			44867
Europe Growth	$20.46			44868
Europe Prestige	Ecu9.34			44869

DWS Deutsche Ges. F. Wertpapiere

	Bid Price	Offer Price	Yield Gross	City-line
Investa	DM54.98	57.25		44870
Provesta	DM77.45	81.55		44871
Jamta	DM69.97	71.55		44872

Dunham Investment Trust Co Ltd
Dunham Trust — NAV Aug 13 Wed 36,833 (US$49.84)
Scout Trust NAV Aug 16 wed 22,688 (US$30.03)

Dautrust Management (Guernsey) Ltd.
Dautrust Limited — DM1113.8 | 114.1 | -1 44873

Dean Witter World Wide Invest. Tst SA
NAV Aug 19 — $20.80 | -1 44874

Deutscher Investment-Trust

	Bid Price	Offer Price	Yield Gross	City-line
Int. Rentenfonds	DM77.35	79.52		44875

Drexel Burnham Lambert

	Bid Price	Offer Price	Yield Gross	City-line
Finbury Group Limited		NAV Aug 12 $157.54		
Winchester Capital Limited		NAV Aug 12 $1015.44		
Winchester Futures Ltd-DFT Tel Ser NAV July 31 $18.00				
Winchester Futures Ltd-Grion Series		NAV July 31 $22.86		
Winchester Frontier Limited		NAV July 29 $140.65		
Winchester Stock Index Bond Series			Ecu 1,050.76	
Winchester Recovery Limited		NAV July 29, $94.36		
Winchester Reserves Limited		Current Yield 7.25%		
Winchester Reserves Mnt(Gtd)		NAV Aug 12 $10.72		
Winchester Special Fund Ltd		NAV Aug 12 $634.14		
Worldwide Securities Limited		NAV Aug 12 $24.22		

Dreyfus Internationalist Inv. Fd.
NAV Aug 16 — $51.19 | 54.46 | -1 44879

Dunwoll Asset Management (Guernsey) Ltd
Managed Currency Fd. — $1.0125 | -1 44880

Duncan Lawrie Inv. Mgt. Ltd

	Bid Price	Offer Price	Yield Gross	City-line
DL Sterling	£129.61	125.6	5.31	44881
DL International	$1.57	1.64	5.31	44882

EBC Trust Co. (Jersey) Ltd

	Bid Price	Offer Price	Yield Gross	City-line
International Income Fund				
Dollar Short A	$1.2983			44889
Do. Dist	$1.2935		0.29	44889
Sterling Short Term B	$1.5405			44890
Do. Dist	$1.0979		0.77	44891
Euro Bd Long Term	$29.83	30.13	5.61	44892

Elders (Switzerland) Invest. Mngt. SA
Elders Invest. Inc. Tst — $97.25 | 125.00 | | 44903
Elders Inter. Inc. Tst — $96.25 | 111.50 | | 44903

EuroHilliot International Mngt Ltd
First Aust Prime Inc Inv Co Ltd NAV August 19 C$14.30
First Aust Prime Inc Inv Co Ltd. NAV August 19 $11.46
NAV Diluted to reflect exercise of all Warrs C$13.27 US$10.84

Ermitage Group

	Bid Price	Offer Price	Yield Gross	City-line
Managed Fund	$26.04			44924
Ermitage Bond Fd		115.39		44925
Bond & Cash Fd	£11.12	11.36	5.0	44926
Cash Fund		£29.12		44927
S.S. Portfolio	$9.29	9.29		44928
GAM Ermitage Ltd		$21.94		44929
Ermitage Dollar Fd		$14.96		44930

Eurcos Management S.A.
Eurcos Fd NAV Aug 19 — 20.32 | -1 —

Euromobiliare Fd Mgmt (Guernsey) Ltd
Euromobiliare Bd Fd — US10.32 | 10.55 | -1 44934

S.G. Europe Obligations SA
Europe-Obligations — $78.20 | -1 44935

Europe Plus Investment (SICAV)
NAV Aug 19 — Ecu110.44 | -1 44936

European Fund Management Ltd
Traded Options Fd — $18.62 | 8.80 | -1 44937

European Life (Channel Islands) Ltd

	Bid Price	Offer Price	Yield Gross	City-line
Fixed Interest	£12.65	13.79	7.58	44938
Equity	£6.77	6.20		44939
Managed	£8.94	9.72		44940
Managed Currency	£98.80	101.82		44941
Property	£98.98	109.60		44942
Precious Metals & Gen	£1.58	0.

LONDON SHARE SERVICE

AMERICANS—Contd

Market Cap. £m	Stock	Price $	Div Gross	Yld Gr's	Last xd	Dividends Paid	City-line
6,572.2	Texaco $6.25	27 1/8	♦$3.00	6.5	4.8	Mr Je Se De	4200
5,319.3	Time Inc. $1	55 1/2	$1.00	1.0	24.01	Mr Ju Se De	4234
1,983.9	Transamerica $1	19 1/4	$1.84	5.5	29.5	Ja Ap Ju Oc	4289
512.6	TRW/OVA Corp	15ns	64c	2.5	10.8	No Je Se De	4309
4,984.5	USX $1	16 3/4	$1.20	4.3	2.8	Mr Je Se De	4360
2,770.8	Utd. Technologies	21 1/2	$1.60	4.4	19.5	Ma Ju Se De	4381
6,386.8	US West	31 7/8	$3.52	6.5	13.4	Fb My Ag No	–
4,680.1	Waste Management $1	28 1/4	48c	1.4	17.5	Ja Ap Jl Oc	4439
1,047.1	Whirlpool $1	15 1/2	$1.10	4.3	25.0	Mr Je Se De	–
1,962.1	Woolworth $3 1/3	29 7/8	$1.64	3.2	19.1	Mr Je Se De	4540

CANADIANS

Market Cap. £m	Stock	Price	Div Net	Yld Gr's	Last xd	Dividends Paid	City-line
	ABM Gold Corp	21 6c	–	–	–	–	–
	Abbot Energy Corp	13 1/2p	–	–	–	–	–
590.4	Amer. Barrick Res	10 1/4	–	–	–	–	–
	American Lightwave	4 1/2p	–	–	–	–	–
	Armtrec	15 1/2p	–	–	–	–	–
	Augmitto Explo	57 1/4	–	–	–	–	–
1,364.5	Bk. Montreal	13 1/4	$2.00	7.4	8.8	Fb My Ag Nv	–
1,003.0	Bk. Nova Scot.	65 1/2p	76c	5.6	28.6	Ja Ap Jl Oc	–
4,762.6	BCE	37 1/2	$2.44	6.7	6.6	Ap Jy Oc Ja	–
260.9	Bow Valley	63 1/2p	♦40c	3.1	15.12	May Nov	–
831.7	Brascan	12 1/4	89c	3.5	28.10	Ja Ap Jy Oc	–
52.0	Breakwater Res	23 1/2c	10c	2.1	–	–	–
1,760.7	Can. Imp Bank	11 1/4	$1.16	5.0	29.6	Fe My Au No	–
3,220.1	Can. Pacific	14	60c	2.7	28.6	July Jan.	–
18.9	Do. 4pc Deb £100	40 1/2	4%	9.9	24.5	July Jan	2051
	Central Capital "A"	47 1/2p	–	–	–	–	–
	Corona Corp	44 1/2p	–	–	–	–	–
59.2	Cons. TVX Min	34 1/2p	–	–	–	–	–
	Dantas Res	33 1/2p	–	–	–	–	–
	Derlan Inds	58 1/2p	11.75c	1.0	3.6	Mr Je Se De	–
1,006.3	Echo Bay Mines	10 1/4	50.07	0.4	–	June Dec	–
	Energex Minerals	28c	–	–	–	–	–
	Euro-Asia Capital Ltd	108p	–	–	–	–	–
83.8	Galactic Resources	28 1/2p	–	–	–	–	–
12.8	Geodome Res	9 1/2p	–	–	–	–	–
42.7	Granges Explo	19c	–	–	–	–	–
	GC Pacific Res	11c	–	–	–	–	–
	Gulf Canada	84 1/2c	52c	3.0	26.3	Ja Ap Jy Oc	–
87.6	Hemlo Gold Canada	10 1/2	$1.08	4.9	15.11	Ap Jy Oc Ja	–
	Henlys Group	45 1/2p	–	–	–	–	–
265.8	Hudson's Bay	19 1/2	60c	3.3	2.10	Mr Je Se De	–
4,225.2	Imperial Oil	26	$1.80	3.4	26.11	Mr Je Se De	–
1,793.2	Inco	17	US$0.80	2.8	27.4	Jan Ap Jl O	–
	Inland Nat. Gas $1	57 1/2p	60c	5.1	30.12	Fe My Au No	–
11.4	Madeleine Mines	19 1/2p	–	–	–	–	–
	Muscocho Explo	19 1/2p	–	–	–	–	–
	Nat'l Business Sys	8 1/2p	–	–	–	–	–
	Nevada Gold Holds	20 1/2p	–	–	–	–	–
442.4	Rio Algom	10 1/4	$1.30	6.1	15.11	June Dec	–
2,131.8	Royal Bk. Can.	15 1/4	$2.08	6.6	20.10	Mr Je Se De	–
3,028.8	Seagram	31 1/4	US$1.20	2.2	14.2	Se De Mr Jn	–
	Sonora Gold Corp	17 5/8p	–	–	–	–	–
	Spiral Eng	11 1/2p	–	–	–	–	–
	Tara Pure Tech. Corp	119 1/2p	–	–	–	–	–
2,303.0	Toronto-Dom. Bk	15 3/4	$1.12	3.5	22.12	F My Au No	–
	Trans Atlantic Res	24p	–	–	–	–	–
762.6	Trans Can Pipe	61 1/2p	68c	5.4	11.12	Ja Ap Jy Oc	–
269.9	Varity Corp	16 3/4	$–	–	11/77	–	–

BANKS, HP & LEASING

Market Cap. £m	Stock	Price	Div Net	Yld Gr's	Last xd	Dividends Paid	City-line
1,947.3	ANZ $4	23 5/8p	♦021c	4.0	31.5	Feb July	1698
542.6	Allied Irish	254p	♦65.3%	5.3	23.5	Dec July	1354
1,317.0	Algemene Fi.10	£12 1/4	027%	6.2	3.5	Aug May	1567
12.8	Anglo Irish	65	89.9%	6.3	23.5	June Dec	1355
161.1	Arbuthnot (H.)	88	2.0	3.0	4.11	April	1624
2,609.2	Banco de Bilbao S.A.	£36 3/4	067 2%	4.5	9.12	Dec June	–
3,440.7	Banco de Santander	£30 1/2	022%	1.7	3.5	March Sept.	–
588.3	Bank Ireland Ir£1	238	015.6%	5.5	23.5	July Dec	1360
117.8	Bank Leumi	£18 1/2	–	–	–	–	–
22.8	Bank Leumi (U.K.)	35p	12.4	4.7	1.8	Dec. Apr.	–
704.6	Bank Scotland £1	278	h12.4	4.4	25.4	Nov June	1742
20.5	Bank of Wales	64p	¢2.8	5.8	25.4	November	1743
4,576.0	Barclays £1	413p	†19.93	6.6	7.3	Oct. Apr	1754
10.4	Benchmark 20p	29	1.63	7.5	11.4	May Nov	1802
57.6	Brown Shipley £1	355	10.5	3.9	6.6	Jan Aug	1983
9.75	Business Mort Tst	65	–	–	–	Jan July	2023
67.2	Cater Allen £1	350	22.5	8.5	20.6	Jan July	2081
49.3	Chancery	268	6.0	3.0	20.6	Jan July	2102
289.9	Commerzbk DM10	£13 1/2	Q18%	4.2	27.5	May –	–
244.5	C'ntgn Hbk Kr100	£21 1/2	♦015%	5.8	22.3	March	2237
5,120.7	Deutsche Bk DM50	£144 1/2	024%	2.6	13.5	May	2345
322.5	First Nat. Fin. 10p	227	♦8.75%	5.1	4.7	Feb Aug	2571
127.2	2nd Co. 3pc Cv Red Pref	18	6.3%	7.1	1.2	July	2570
25.2	First Pac. Hldg. 50c	26	02.6c	6.1	3.5	–	–
32818.4	Fuji Bank ¥50	£13 7/8	♦014.3%	0.3	30.6	–	–
102.5	Gerrard & National	269	18.0	8.9	23.5	June Dec	2686
66.0	Goode Durrant 5p	135	a3.3	3.3	1.8	March	2722
79.7	Guinness Mahon 10p	123	–	–	–	–	2074
393.3	Hambros 20p	248	9.0	4.8	4.7	Jan Aug	2755
2,351.3	HK & Shang. HK$2.50	45	♦038c	6.4	15.3	May Oct	2776
22.0	Joseph (Leo) £1	42 1/2p	14.38	4.6	15.8	Jan Sept.	3060
21.6	King & Shaxson 20p	138	9.25	8.9	23.5	June Dec.	3088
505.7	Lloyds Bank Gp £1	383	14.0	4.9	11.4	May Oct.	3102
257.1	Lloyds Bk Ch £1	310	♦13.2	5.7	1.8	Oct May	3171
27.7	Lon. Scot. Bank 10p	49	†1.8	4.9	20.6	Mar Sept	4651
30.8	M'Corp $5	73 1/2	–	–	–	Mr Ju Se De	–
2,278.4	Midland £1	415	†20.1	6.5	1.8	Apr Oct	3380
484.3	Morgan Grenfell £1	317	10.85	4.6	21.3	Nov May	3417
2,691.7	Nat. Aust. Bk. A$1	310	h024.7c	3.4	20.6	July Dec	3456
4,150.4	Nat. West. £1	549	†24.0	5.8	1.8	Aug Apr	3463
1,793.2	NCNZ	£215	Q60%	3.7	18.5	Jan Jly	–
	Ireland Nat. Gas $1	57 5p	60c	5.1	30.12	Fe My Au No	–
11.4	Madeleine Mines	19 1/2p	–	–	–	–	–
	Muscocho Explo	19 1/2p	–	–	–	–	–
	Nat'l Business Sys	8 1/2p	–	–	–	–	–
	Nevada Gold Holds	20 1/2p	–	–	–	–	–
442.4	Rio Algom	10 1/4	$1.30	6.1	15.11	June Dec	–
2,131.8	Royal Bk. Can.	15 1/4	$2.08	6.6	20.10	Mr Je Se De	–
3,028.8	Seagram	31 1/4	US$1.20	2.2	14.2	Se De Mr Jn	–
	Sonora Gold Corp	17 5/8p	–	–	–	–	–
	Spiral Eng	11 1/2p	–	–	–	–	–
	Tara Pure Tech. Corp	119 1/2p	–	–	–	–	–
2,303.0	Toronto-Dom. Bk	15 3/4	$1.12	3.5	22.12	F My Au No	–
	Trans Atlantic Res	24p	–	–	–	–	–
762.6	Trans Can Pipe	61 1/2p	68c	5.4	11.12	Ja Ap Jy Oc	–
269.9	Varity Corp	16 3/4	$–	–	11/77	–	–

BEERS, WINES & SPIRITS

Market Cap. £m	Stock	Price	Div Net	Yld Gr's	Last xd	Dividends Paid	City-line
3,087.9	Allied-Lyons	423	13.0	4.1	23.5	July Mar	1550
2,895.0	Bass	788	†19.5	3.3	23.5	Feb July	1772
121.3	Belhaven	45	a1.0	2.1	25.4	Jan Aug	1796
150.0	Boddington	163	3.97	3.2	11.4	May Oct.	1862
26.0	Buckley's Brewery	164p	♦3.2	2.7	11.1	Jan. July	1999
89.2	Bulmer (H.)	172	6.5	5.1	1.8	Sept Mar	2005
36.3	Burtwood Brewery	174	3.16	2.4	18.7	Feb Aug	2022
32.4	Clark (Matthew)	370xd	11.0	4.0	15.8	Apr. Oct.	2153
135.0	Devenish (J.A.) 5p	340	3.0	1.2	20.6	Jan July	2346
19.4	Do 4.5pc Cv 2nd Pf	257	4½%	2.3	31.3	September	2347
40.8	Eldridge, Pope "A"	538	†7.75	1.9	4.7	Feb Aug	2495
73.3	Fuller, S.J.	410	6.0	1.5	25.4	Jan June	2643
288.5	Greenall Whitley	340	16.0	4.3	23.5	July Jan	2666
42.0	Do. 5.5pc Cv Pf £1	125	5.5%	6.3	23.5	June Dec	2765
197.7	Greene King	469	7.45	2.1	18.7	Aug. Feb.	2769
2426.0	Guinness	328	9.2	3.8	11.4	Oct May	2791
309.0	Do. 5.4pc Cnv Prf	103	5.75%	7.4	23.5	Jan July	2788
91.0	Do 8¼pc Cvt.	£123	Q8¼	1.9	6.6	Jan July	2789
143.3	Highland Distls. 20p	116	†2.45	2.8	25.4	Jan June	2890
68.3	Invergordon Distls	296	5.75	2.6	21.3	Oct May	2997
205.1	Irish Distillers	324	♦51 1/4	3.3	6.6	Dec July	1446
67.8	Macallan-Glenlivet	850	g4.42	0.7	11.4	Nov Apr	3254
36.5	Macleod & Martin 'A'	£13 1/2	20	2.0	23.5	Aug Oct	3257
134.3	Morrison Thompson	154	2.9	1.9	25.4	Jan Sept	3300
15.5	Morrydown Wine	365xd	6.0	2.2	15.8	Jan Oct	3352
54.8	Morland	663	†7.9	1.6	23.5	July Jan	3419
1,335.9	Scott & New 20p	366	9.14	3.3	18.7	Feb Sept	3944
334.4	Scottish Nat. "A"	408	K16.2	3.1	23.5	Feb July	4392
1,251.6	Whitbread "A"	301	10.55	4.7	20.6	Jan July	4488
271.3	Wolv. & Dudley	428	♦5.65	1.9	6.6	Jan July	4530
15.3	Young Brew 'A' 50p	525	9.2	3.3	6.6	Dec July	4563
23.6	Do. Non. V 50p	455	9.2	2.7	6.6	Dec July	4564

BUILDING, TIMBER, ROADS

Market Cap. £m	Stock	Price	Div Net	Yld Gr's	Last xd	Dividends Paid	City-line
267.1	AMEC 50p	385	†13.0	4.6	9.5	Jan. July	1589
87.4	Do 6½pc Cv Pf 50p	60	6½%	8.4	–	–	–
69.9	Alsty & Mas 10p	252p	24%	3.3	15.8	Feb Oct	1353
69.5	Anglia Sec 10p	463	12.0	0.6	6.6	Feb June	1610
57.1	Anglo Utd	48	1.0	2.8	4.7	Mar Oct	1615
9.4	Arclite 10p	188	†3.17	2.2	1.8	May Sept	1653
15.7	Arthur Shaw 10p	116	1.3	3.7	–	–	–
56.9	Ashtead Group 10p	£35½	4.0	1.8	15.8	Apr Oct	1666
157.3	Ashtenwoods 5p	289	†6.0	2.8	20.6	July Jan.	1693
8.8	BMSS 10p	121	u3.75	4.1	–	–	–
1,182.8	BPB Inds 50p	289	8.5	3.9	4.7	Jan. Aug.	1888
58.6	Baggeridge Brick	293	†3.25	1.5	20.6	Feb Aug	1723
4.9	Bailey (Jos) 10p	41	1.0	2.4	18.7	Jan. June	1811
11.1	Balfour Hldgs	168	2.0	1.7	1.8	May Nov	1735
14.3	Banner Homes 10p	113	1.2	1.6	3.11	–	–
329.2	Barratt Dev. 10p	185	†8.93	6.4	11.4	May Nov.	1766
5.9	Bellway	234	8.0	4.6	9.5	Jan. July	1799
29.2	Bellwinch 10p	44	1.3	4.5	7.5	May Nov	1800
128.2	Bemrose Corp.	309	3.1	1.5	4.7	Mar Sept	1813
17.3	Bert Bros 20p	115	†3.5	4.1	20.6	Mar. Aug.	1822
46.8	Blackburn 20p	390	6.5	2.2	25.4	June Oct.	1855
1,188.8	Blue Circle £1	350	15.0	4.4	25.4	Oct July	1855
34.9	Bredon	245	6.35	3.5	11.4	Oct. May	1941
3.4	BB & EA	285xd	3.0	1.4	15.8	Feb Oct	1900
24.8	British Dredging	144	5.0	4.6	25.4	May Dec	1906
274.4	Bryant Group	197	K4.9	4.8	7.3	Nov. May	1992
8.2	Bulkhall Austin 1p	121	13.3	3.6	–	–	–
385.8	BCH	136	K24.6%	3.8	23.5	Oct. May	1992
206.2	Caradon 5p	341	6.0	3.1	23.5	–	2053
16.2	Carron Phoenix 10p	146	R3.5	3.3	20.6	–	–
97.6	Church (Charles) 5p	113	L2.75	3.2	6.6	January	2137
13.7	Colroy 10p	154	R4.0	3.4	–	–	–
29.3	Conder Group	355	5.5	2.1	25.4	Oct. May	2212
9.2	Copson (F.) 5p	160	3.0	2.5	14.9	October	2238
550.7	Costain Group	317	9.65	2.9	25.4	July Oct.	2246
106.0	Countryside Props.	296	11.91	0.9	18.7	Sept. Apr.	2248
163.8	Crest Nicholson 10p	218xd	15.7	3.5	15.8	Apr. Nov.	2276
40.5	Do 5½pc Cv.Cnv.Rd.Pf	97	5½%	7.6	22.2	–	2275
13.1	Crosby (James) 10p	125xd	2.0	2.1	15.8	–	2282
44.5	Douglas (Robt. M)	293xd	4.25	1.9	15.8	October	2366
8.7	Dunton Group 5p	45	♦0.5	1.5	8.2	October	2388
14.6	EBC 50p	283	7.0	4.9	11.4	May Oct	2411
18.9	Edmond Hldgs 10p	37 1/2	0.8	2.8	11.4	Apr Oct	2427
22.8	Evershed Group 10p	159	4.8	4.0	25.4	June Oct.	2486
36.8	Erith	95	3.0	4.2	11.4	Dec. June	2493
16.4	Eve Group	181	6.0	4.4	1.8	Mar Sept	2508
77.6	Fairbrize 10p	205	h3.4	2.2	20.6	August	2532
26.9	Fed. Housing 5p	294	5.0	2.3	11.4	Oct Apr	2546
17.7	Fintan Group 10p	93xd	4.5	6.5	15.8	Jan Oct.	2564
12.7	Forshaw Group 10p	223	h6.75	4.0	–	–	2932
46.3	Galliford 5p	69	†h2.68	5.2	7.3	Apr. Nov.	2653
4.5	Gibbs & Dandy 10p	268	2.6	1.3	11.4	Oct May	2692
5.1	Do. "A" 10p	82	2.6	4.2	11.4	Oct May	2691
56.0	Gleeson (M.J) 10p	568	†6.66	1.6	9.5	July Jan.	2703
31.5	Harrison Inds 10p	265	6.85	3.4	20.6	Mar Aug	2838
12.0	Hatfield Eels	168	R1.5	1.2	–	–	4628
14.1	Hewden-Stuart 10p	121	K0.64	2.2	23.5	Dec. July	2876
29.0	Do 10pc "C" 50p	£38½	Q10%	2.6	6.6	Jan July	2877
8.8	Heywood Jn 10p	128xd	3.0	3.1	15.8	May Oct	2877
4.0	Do. 7pc Cm Cv Pf	118	7.0	7.9	–	–	–
12.1	Hey & Croft 10p	169	L3.85	3.2	4.7	–	2880
138.2	Heywood Williams	282xd	†9.5	4.5	15.8	April Oct	2881
23.4	Do. Cnv Prf	118	6.75	7.6	21.3	Apr Oct	2883
124.0	Higgs & Hill	369	9.0	3.3	25.4	Dec. June	2886
28.1	How Group 10p	85	1.2	1.5	9.5	–	–
15.3	Howard Hldgs. 10p	61	1.3	2.9	8.2	Oct. Mar.	2930

BUILDING, TIMBER, ROADS

Market Cap. £m	Stock	Price	Div Net	Yld Gr's	Last xd	Dividends Paid	City-line
383.2	Hestock Johnson	195	4.0	2.7	11.4	Dec. May	2954
	Hirtnl Amco Cos	43	–	–	–	–	–
12.0	Jackson Group 10p	112	3.0	3.6	–	Nov July	–
18.2	Jarvis (J.) 5p	170	1.6	1.3	22.2	–	3020
162.1	Jennings AS 50	130	020%	3.5	3.3	Mar Oct	3033
11.3	Johnstone's Pts 10p	108	d4.76c	6.0	7.3	Apr Oct	3055
1,515.9	Lafarge Cop. F1(C)	£121 1/2	Q25%	1.9	1.7	July	1127
130.4	Laing (John)	303	7.0	3.0	11.4	Nov July	3122
14.5	Latham (J.) £1	288	9.5	4.4	4.7	Feb. Aug.	3136
77.8	Lawrence (W.)	169	4.75	3.7	23.5	Jan. July	3138
6.9	Do 8.5pc Cnv Pf £1	170	8½%	6.4	22.2	Apr Oct	4999
43.6	Lilley (F.J.C) 12½p	54 1/2	–	–	–	Nov. June	3166
9.5	Lon. & Clydeside	108	45.7	7.2	20.6	July Feb	3196
130.6	Lovell (Y. J.)	234	15.0	2.8	4.7	Apr. Oct.	3224
149.2	McAlpine (Alfred)	423	†16.0	5.0	18.7	Apr Oct	3316
217.2	McCorkly & Stone 20p	432	†4.1	1.3	6.6	July Feb.	3318
12.2	McLaughlin & H.	300	8.0	3.6	21.3	May Nov	3322
432.6	Magnet	237	6.9	3.9	20.6	Mar. Oct.	3265
59.0	Manders (Hldg)	199	h6.5	3.7	11.4	Nov. May	3278
469.0	Marley	170	5.9	3.5	4.7	Oct May	3294
101.3	Marshalls Halifax	245xd	7.25	3.9	15.8	Apr. Oct.	3300
27.9	Meanders (J.) 20p	115	†6.1	2.2	11.4	Apr Nov	3307
398.2	Meyer Int	410	9.5	3.1	4.7	Jan. Sept.	3364
12.3	Miller (Stan) 10p	205	1.25	0.8	25.4	December	3387
316.8	Mowlem (J.)	373	17.25	6.2	9.5	Jan July	3431
140.9	MSM 10p	96	–	–	–	Aug Jan	2016
156.6	Newarthill £1	£146 1/2	♦14.0	1.0	23.5	July	3487
113.5	Norman-Tonks	174	17.7	5.9	18.7	Mar Aug	3493
129.3	Persimmon 10p	178	h13.0	2.4	21.3	April Oct	3641
15.9	Phoenix Timber	114	2.5	2.9	20.6	Feb. Oct.	3655
7.9	Pochins	765	16.0	2.8	21.3	July Dec.	3483
81.2	Polypipe 10p	139	†h1.55	1.5	7.3	Apr Nov	3690
23.3	Prowting 20p	192	W4.25	3.0	–	–	–
920.6	RMC	477	11.0	3.1	25.4	June Dec.	3838
111.5	Raine Inds. 10p	96	†1.4	1.9	11.4	Apr. Dec.	3760
6.2	Do Ramus	140	6.5	6.2	11.4	May Dec	3763
1,121.9	Redland	414xd	15.85	5.1	15.8	Jan. Oct.	3793
54.2	Redland Cp 7½pc Cv '02	£90 1/2	Q7¼%	8.0	–	January	–
16.1	Reskel 10p	122	u2.7	3.0	–	–	4962
172.5	Rowlinson 10p	172	0.9	0.7	20.6	Jan. July	3869
128.3	Ruberoid	256xd	♦4.5	2.3	15.8	Nov. May	3881
371.8	Rugby Group	138	h4.25	4.4	11.4	Jan. July	3882
35.8	Rush & Tompkins	280xd	12.55	6.0	15.8	Jan July	3886
106.4	Sandell Perkins	248	5.4	2.9	18.7	Feb Oct	3913
8.9	Severfield-Rowe 10p	94	u2.75	3.9	–	–	–
84.5	Sharpe & Fisher	225	4.0	2.4	11.4	Nov. May	3999
3.6	Shorco Grp	148	L3.65	3.3	11.4	–	4612
16.0	Sindall (Wm) 50p	228xd	3.1	1.8	23.5	July Dec	4027
14.3	Smart (J.) 10p	142	†d5.25	4.9	6.6	Dec. July	4042
507.8	Steetley	348	♦9.25	3.6	11.4	Apr Oct	4108
1,713.5	Tarmac 50p	241	7.25	4.0	23.5	July Nov.	4170
29.5	Tay Homes	416	†6.2	2.0	11.4	Apr Dec	4176
855.7	Taylor Woodrow	554	10.5	2.5	25.4	July Oct.	4177
77.1	Tilbury Group	385	†9.2	3.2	25.4	June Oct.	4230
127.3	Travis & Arnold	361	6.5	2.4	25.4	June Nov.	4297
13.0	Trent Holdings 10p	189	†1.5	1.1	1.8	Mar. Oct.	4299
1.2	Tudor 20p	130	5.0	5.1	25.4	June Dec	4325
25.8	Turriff Corp	335	h8.33	3.3	11.4	Jan June	4329
3.0	Tysons (Cont.) 10p	60	–	–	–	–	4332
65.2	Vibroplant 5p	163xd	2.5	2.0	15.8	Mar Oct	4397
39.7	Ward Group 5p	181	4.3	3.2	9.5	May Nov	4427
83.1	Ward Hldgs. 10p	158	2.4	2.0	22.2	Apr. Oct.	4428
9.2	Warrington	128	–	–	12.5	Jan. July	4436
63.3	Watts Blake	315	6.15	2.6	11.4	July Nov.	4447
117.9	Westbury 10p	239	4.5	1.3	23.5	Jan July	4465
43.7	Wiggins Group	221	6.5	3.1	4.7	April Oct	4502
164.1	Wilson Bowden 10p	246	4.2	2.3	11.4	June Nov	4516
328.9	Wilson (Connolly)	86 1/2	h2.0	1.4	9.5	Oct. July	4518
685.4	Wimpey (Geo)	243	6.75	3.7	11.4	Dec July	4519

CHEMICALS, PLASTICS

Market Cap. £m	Stock	Price	Div Net	Yld Gr's	Last xd	Dividends Paid	City-line
1,563.1	Akzo F1.20	£38 3/4	♦033%	4.8	29.4	Nov Apr	1542
42.9	Allida Holdings	382	9.25	3.2	21.3	Oct May	1568
328.1	Allied Colloids 10p	128 1/2	2.3	2.4	18.7	Aug Feb	1551
11.5	Amer Plastic Tech Lc	68	02.5c	2.4	–	–	–
307.7	Amersham Int	613	10.0	2.2	20.6	Jan Aug	1600
95.9	Astra Holdings 5p	321 1/2	0.87	3.6	21.3	–	1684
4,336.7	BASF AG DM50	£83 1/2	♦020%	3.4	7.3	July	1770
85.7	BTP 10p	159	6.2	5.5	4.7	Feb Aug	1996
5,386.7	Bayer AG DM 50	£91 7/8	♦020%	3.5	23.6	June	1776
55.0	Blagden Inds	119	F8.2	6.3	21.3	April Oct	1849
81.0	Brent Chems 10p	151	5.2	4.6	11.4	May Nov.	1943
6.5	Cambridge Instge 1c	51 1/2p	L0.95	1.9	–	–	2067
40.6	Canning (W.)	224	6.3	3.2	11.4	Dec July	2053
5.9	Chemcry Ind. 10p	207	5.75	3.7	4.7	January	2115
329.9	Coalite Group	337	9.8	3.9	20.6	Feb July	2172
207.8	Coates Bros	326	7.7	3.1	22.2	Jan. July	2175
235.3	Croda Int. 10p	269	9.0	5.9	9.5	Dec July	2278
1,001.8	Delta Group	57	2.34	4.5	4.7	August	2332
7.1	Doefler 10p	85	3.45	5.4	11.4	May Nov	2369
67.9	Ellis & Everard	190xd	5.6	3.9	15.8	Mar Oct	2451
440.9	Engelhard U.S.$1.00	£18	052c	3.1	10.3	Mr Je Se De	–
5.3	European Colour 5p	29	0.75	3.4	25.4	Oct June	2244
77.6	Evode Group	180	†4.44	3.3	1.8	Mar Sept	2511
219.4	Fosseco	145	10.5	5.9	9.5	Jan July	2618
673.3	Croxs Group 10p	181xd	4.3	3.2	15.8	April Oct	2355
132.2	Du Pont Cv Dn Rcl	71	5.0	9.4	20.6	January	2356
384.7	Dunhill Hldgs. 10p	229	2.7	1.6	6.6	Jan June	2386
51.6	ERA Group 5p	90	2.5	3.7	25.4	June Dec	2491
42.3	Ellis & Cold 15p	145	42.0	4.1	9.5	June Dec	2461
99.7	Empire Stores	258	5.225	2.7	23.5	Dec. July	2461
163.3	Etam 10p	258	6.0	3.2	23.5	Jan July	2499
164.9	Euro Home Prods 5p	326	5.0	2.0	11.4	May Nov	2504
5.0	Executa 20p	140	h2.5	2.4	9.5	Nov July	2515
76.8	Fields (Mrs) 50.05	52	07c	7.9	6.6	November	2559
188.4	Fine Art Devs. 5p	252	6.8	2.7	11.4	Jan July	2565
9.9

LONDON SHARE SERVICE

LEISURE—Contd

Market Cap. £m	Stock	Price	Div Net	Y'ld Gr's	Last xd	Dividends Paid	City-line
11.2	Clark Th'ards 10p	29	-	-	-	-	1383
9.32	Entertain Prod 5p	29p	-	-	9'85	-	9483
25.2	European Leisure	72	124.6%	7.8	10.8	September	1413
7.57	Expeller Lets. 20p	140	-	-	29.6	July Dec	3952
14.3	Fairfax Books 10p	410	19.0	2.9	20.6	Jan. July	2534
185.7	First Leisure	134	t2.34	2.3	-	-	2565
7.33	G W R Group 20p	475	-	-	-	-	4952
6.32	Grampian TV A 10p	45	2.5	7.4	25.4	Jan June	2752
2.87	Greenwich Comm	41	-	-	-	-	2772
47.3	HTV Ord	224	19.8	5.8	21.3	Nov. Apr.	2747
87.8	Maxims A$0.25	127	01.9c	5.4	3.5	Dec. June	2819
60.3	MI-Tec Sports	158	13.6	3.1	-	-	-
14.9	Nelson's Hldgs 2p	70	2.65	5.4	21.5	Nov June	3066
43.4	Nuttick 10p	44½	t1.0	3.0	23.5	Mar. Jul.	4686
136.6	N W T 5p	168	5.7	4.7	21.3	Jan April	3233
167.6	Lond Leisure 10p	395½	8.0	2.7	4.7	October	3134
59.1	Leisure Inv 10p	103p	g11.45	1.9	7.5	January	3152
15.3	Leisureland Int 10p	80	-	-	11.5	Jan Jul	3152
24.2	Martin Dent. 50p	433	1.0	0.3	-	-	3286
204.3	Mecca Leisure 10p	203	h13.65	2.4	18.7	Mar Sept	1326
8.06	Mediminster 10p	105	h62.57	3.9	7.3	Apr. Dec.	3329
80.2	Midsummer Leis	436	14.0	1.2	23.5	February	3384
6.05	Miss World 10p	31½	8.0	3.4	21.3	Oct May	3394
12.6	Mokoko Video 50p	40	-	-	9'86	-	4998
	Munkton Inc. 8250	25	02c	3.5	-	-	-
13.1	Orient Ex Ins 50	132	-	-	1'84	-	-
65.5	Owners Abroad 3p	78	g2.1	3.7	21.3	May	3574
3.72	Pavilion Leisure 10p	31½	-	-	-	-	3611
9.54	P'gilly Radio NV 5p	172p	-	-	-	-	3657
55.3	Pickwick	248	2.6	1.4	7.5	Sept. Mar	3658
502.3	Pleasurama 5p	249p	t6.0	3.2	23.5	Oct. Jul.	3676
161.9	Do. 7pcCnCnvPrf	225p	7%	4.1	8.2	Sept. Mar	3677
46.5	Prestwich	129	t1.0	1.0	21.3	Apr Nov	3716
14.3	Rank Org. 10p	410	19.0	2.9	20.6	-	3735
185.7	Reed Inter.	134	t2.34	2.3	-	-	2565
7.33	S W R Group 20p	475	-	-	-	-	4952
6.32	Grampian TVA

CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGES

Britain faces twin problems on trade and inflation

By Colin Milliham

THERE IS a growing and rather alarming consensus in the City that the UK is heading for problems on its balance of payments and the rate of inflation.

The payments deficit could produce a run on sterling, and this is the biggest risk for inflation, according to Dr Gerard Lyons, chief UK economist of SBCI Savory Milln.

If the authorities then defend the currency by pushing interest rates higher this will cause problems for industry.

Dr Lyons believes that a large part of the UK's public sector surplus should be used in next year's Budget to aid industry through tax changes that boost investment and not further personal consumption.

Monday and Tuesday of last week produced several figures illustrating these points.

On Monday it was announced that July retail sales rose by an alarming 2 p.c., while a CBI/FT survey pointed to continued buoyant demand in August.

In contrast, June UK industrial production fell 0.85 p.c., against expectations of a 0.2 p.c. rise.

On the following day the City was surprised to hear that there was a July budget surplus of £1.69bn. This takes the cumulative Public Sector Debt Repayment for the present financial year to £3.2bn.

Warburg Securities believes the trend is set to continue, as a buoyant labour market lessens pressure on the social security budget; wage and consumer spending growth remain strong; and there is another record corporate tax paying season.

Warburg forecasts that the PSDR surplus for the full year will be in the region of £10bn.

Such good figures could be expected to produce a very favourable reaction in the financial markets, but this was not the case last week. Burgeoning government revenue is seen as an illustration of strong growth and the dangers of overheating.

In a rather perverse reaction markets rallied on Thursday following news of record £9bn bank and building society lending in July. The figure was bad, but was the result of known factors, and was not quite as bad as some fears.

The biggest hurdle for sterling markets this week is likely to be Thursday's trade figures.

It will be no surprise if the July figures are very much in line with the June visible deficit of £1.52bn, and the current account shortfall in the same month of £1.02bn.

Forecasts range from about £1.25bn to £1.6bn on the visible deficit, and to £750m to £1.1bn on the current account. According to MMS International the median view is for £1.5bn on visible trade and £1bn on current account.

CL-Alexanders Laing & Cruickshank says the economic outlook is getting gloomier by the minute, and forecasts a UK current account deficit for the full year of £11bn, and inflation of 5.7 p.c. by the end of the year.

SBCI Savory Milln, expects a £12bn current account deficit for the year, and inflation to peak at 6 p.c. in the first quarter of next year.

Warburg points out that last week's warning to Britain from the Organisation for Economic Co-operation and Development on the dangers of the trade deficit and inflation were based on out of date figures released in June, when the annual current account deficit was expected to be £5.75bn.

The report was written some time ago, and Warburg asks what does the OECD think now about the twin problems of inflation and the balance of payments.

£ IN NEW YORK

Aug.19	Close	Previous Close
£ Spot	1.6980-1.6990	1.6980-1.6990
1 month	0.36-0.34pm	0.38-0.36pm
3 months	1.15-1.12pm	1.17-1.15pm
12 months	3.30-3.20pm	3.38-3.28pm

Forward premiums and discounts apply to the US dollar

STERLING INDEX

	Aug.19	Previous
8.30 am	76.7	76.8
9.00 am	76.7	76.7
10.00 am	76.7	76.7
11.00 am	76.7	76.7
Noon	76.7	76.6
1.00 pm	76.7	76.7
2.00 pm	76.7	76.7
3.00 pm	76.7	76.6
4.00 pm	76.7	76.7

CURRENCY RATES

Aug.19	Bank rate %	Special* Drawing Rights	European Currency Unit
Sterling	-	0.760779	0.646441
U.S Dollar	6.50	1.28777	1.09960
Canadian $	8.75	1.58394	1.34461
Austrian Sch	3½	17.2471	14.6488
Belgian Franc	7	51.1631	43.6650
Danish Krone	7½	9.38462	7.97208
Deutsche Mark	5	2.32775	2.08286
Neth.Guilder	4	2.75454	2.35149
French Franc	9½	8.27392	7.05985
Italian Lira	12½	1810.22	1541.63
Japanese Yen	2½	172.304	146.741
Norway Krone	8	8.94743	7.60921
Spanish Peseta	-	160.765	136.393
Swedish Krona	8½	8.38531	1.13098
Swiss Franc	2½	2.05786	1.75166
Greek Drach.	20½	196.552	167.073
Irish Punt	-	0.908352	0.776387

*All SDR rates are for Aug 18

CURRENCY MOVEMENTS

Aug.19	Bank of England Index	Morgan** Guaranty Changes %
Sterling	76.7	-15.2
U.S Dollar	99.6	-8.4
Canadian Dollar	84.3	-3.5
Austrian Schilling	132.8	+9.6
Belgian Franc	97.3	-6.5
Danish Krone	88.4	-0.3
Deutsche Mark	142.9	+20.2
Swiss Franc	164.5	+19.1
Guilder	151.5	+12.8
French Franc	68.3	-15.4
Lira	44.8	-21.1
Yen	241.3	+78.5

Morgan Guaranty changes: average 1980-1982=100. Bank of England Index (Base Average 1975=100)**Rates are for Aug.18.

OTHER CURRENCIES

Aug.19	£	$
Argentina	20.2555-20.4000	11.9200-12.000
Australia	2.0840-2.0870	1.2285-1.2295
Brazil	459.10-461.55	270.15-271.50
Finland	7.6030-7.6245	4.4740-4.4760
Greece	256.05-260.60	150.40-152.90
Hong Kong	13.2415-13.2575	7.8020-7.8040
Iran	121.70*	70.50*
Korea(Sth)	1222.60-1232.45	719.80-725.60
Kuwait	0.48370-0.48480	0.28275-0.28325
Luxembourg	67.45-67.55	39.60-39.70
Malaysia	4.5005-4.5120	2.6520-2.6540
Mexico	3876.10-3879.40	2281.00-2290.00
N. Zealand	2.6380-2.6430	1.5540-1.5560
Saudi Ar.	6.3745-6.3795	3.7495-3.7505
Singapore	3.4595-3.4650	2.0360-2.0380
S. Af (Com)	4.1660-4.1770	2.4550-2.4570
S. Af (Fin)	5.7580-5.9085	3.3900-3.4785
Taiwan	48.55-48.75	28.55-28.65
U.A.E.	6.2435-6.2485	3.6725-3.6735

*Selling rate

FORWARD RATES AGAINST STERLING

	Spot	1 mth	3 mths	6 mths	12 mths
US Dollar	1.7020	1.6985	1.6909	1.6826	1.6690
D-mark	3.2200	3.2043	3.1719	3.1301	3.0542
French Fr.	10.918	10.874	10.908	10.902	10.891
Swiss Fr.	2.7075	2.6898	2.6565	2.6126	2.5295
Yen	227.25	225.92	223.51	220.23	214.11

EMS EUROPEAN CURRENCY UNIT RATES

	Ecu central rates	Currency amounts against Ecu Aug 19	% change from central rate	% change adjusted for divergence	Divergence limit %
Belgian Franc	42.4582	43.6650	+2.84	+1.06	±1.5344
Danish Krone	7.85212	7.97208	+1.53	-0.25	±1.5404
German D-Mark	2.05853	2.08286	+1.18	-0.60	±1.0981
French Franc	6.90403	7.05985	+2.26	+0.48	±1.3674
Dutch Guilder	2.31943	2.35149	+1.38	-0.40	±1.5012
Irish Punt	0.768411	0.776387	+1.04	-0.74	±1.6684
Italian Lira	1483.58	1541.63	+3.91	+2.81	±4.0752

Changes are for Ecu, therefore positive change denotes a weak currency
Adjustment calculated by Financial Times.

POUND SPOT- FORWARD AGAINST THE POUND

Aug.19	Day's spread	Close	One month	% p.a.	Three months	% p.a.
US	1.6960-1.7045	1.7015-1.7025	0.36-0.35cpm	2.50	1.14-1.09pm	2.62
Canada	2.0790-2.0915	2.0900-2.0910	0.24-0.17cpm	1.18	0.74-0.62pm	1.50
Netherlands	3.63-3.64	3.63-3.64	1¼-1⅛cpm	5.57	5⅛-5⅛pm	5.98
Belgium	67.35-67.75	67.45-67.55	30-15cpm	4.00	80-61pm	4.18
Denmark	12.31¼-12.34¼	12.31¼-12.32¼	3¼-2¼orepm	0.68	9⅛-8⅛pm	3.00
Ireland	1.1985-1.2025	1.2000-1.2010	0.37-0.32oppm	3.45	1.23-1.08pm	3.85
W. Germany	3.21¼-3.22¼	3.21¼-3.22¼	2⅛-1⅛prpm	5.82	5-4⅞pm	6.06
Portugal	261.20-262.55	261.45-262.45	23-49escls	-2.11	79-172dis	-1.92
Spain	210.45-211.70	210.50-210.80	33-15cpm	1.31	72-50pm	1.16
Italy	2384-2390	2385¼-2386¼	3-parlirepm	0.75	6-parpm	0.50
Norway	11.72½-11.78	11.76¾-11.77¾	1½-2oredis	-1.78	5¾-6dis	-1.93
France	10.91¼-10.93½	10.91¼-10.92¼	3⅛-3cpm	3.50	9⅛-8⅛pm	3.99
Sweden	11.02-11.04	11.02¼-11.03¼	¼-0orepm	0.67	2⅞-2⅛pm	1.00
Japan	226¼-227¼	226¼-227¼	1¼-1¼yepm	6.93	3¾-3⅝pm	6.60
Austria	22.58-22.67	22.64-22.67	11¼-10¼grpm	5.86	34-31¼pm	5.77
Switzerland	2.70¼-2.71¼	2.70¼-2.71¼	1⅞-1⅝cpm	7.76	5¼-5pm	7.57

Belgian rate is convertible francs. Financial franc 68.45-68.55. Six-month forward dollar 1.97-1.92cpm 12 months 3.35-3.25cpm

DOLLAR SPOT- FORWARD AGAINST THE DOLLAR

Aug.19	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	1.6960-1.7045	1.7015-1.7025	0.36-0.35cpm	2.50	1.14-1.09pm	2.62
Ireland	1.4130-1.4200	1.4190-1.4200	0.19-0.24dis	-1.82	0.52-0.62dis	-1.61
Canada	1.2220-1.2300	1.2265-1.2275	0.12-0.15dis	-1.32	0.39-0.42dis	-1.32
Netherlands	2.1295-2.1435	2.1350-2.1360	0.54-0.52cpm	2.97	1.67-1.64pm	3.09
Belgium	39.55-39.85	39.60-39.70	6.00-4.00cpm	1.51	17.00-13.00pm	1.51
Denmark	7.23¼-7.26¼	7.23½-7.24	0.30dis-parpm	-0.25	0.80-0.40pm	0.35
W. Germany	1.8875-1.8995	1.8915-1.8925	0.54-0.52cpm	3.35	1.61-1.58pm	3.36
Portugal	153¼-154½	153¼-154	45-65escls	-4.30	140-190dis	-4.30
Spain	123.80-124.35	123.90-124.00	5-15dis	-0.97	40-50dis	-1.45
Italy	1399-1406	1401½-1402	1.50-2.50lredis	-1.71	6.70-8.70dis	-2.19
Norway	6.88¼-6.93	6.91½-6.92	2.40-2.55oredis	-4.29	7.85-8.05dis	4.59
France	6.40¼-6.44	6.41¼-6.41¾	0.55-0.45cpm	0.93	1.30-1.10pm	0.75
Sweden	6.47-6.50	6.48-6.48½	0.95-1.15oredis	-1.94	2.75-2.95dis	-1.76
Japan	133.05-133.60	133.40-133.50	0.50-0.47ypm	4.36	1.33-1.29ypm	3.93
Austria	13.28-13.34¼	13.32¼-13.32¾	9.80-3.50grpm	3.29	11.25-10.25pm	3.23
Switzerland	1.5885-1.5970	1.5910-1.5920	0.73-0.69cpm	5.34	1.99-1.94pm	4.93

† UK and Ireland are quoted in US currency. Forward premiums and discounts apply to the US dollar and not to the individual currency. Belgian rate is for convertible francs. Financial franc 40.20-40.30.

EURO-CURRENCY INTEREST RATES

Aug.19	Short term	7 Days notice	One Month	Three Months	Six Months	One Year
Sterling	9⅞-9¾	10⅛-10½	10⅞-11⅛	11⅛-11⅜	11⅛-11⅜	11½-11⅞
US Dollar	7⅞-7⅞	8⅛-8¼	8⅛-8¼	8⅛-8¼	9-8⅞	9¼-9⅛
Can. Dollar	9-8¾	9⅞-9¾	9⅞-9¾	9⅞-9⅞	10⅛-10⅛	10⅛-10⅛
D. Guilder	5¼-5⅛	5⅛-5¼	5½-5⅜	5⅝-5½	5⅞-5⅝	5⅞-5¾
Sw. Franc	2¾-2½	3-2¾	3⅛-3¼	3⅜-3⅜	4⅛-4	4¼-4⅛
Deutschmark	4⅞-4¾	4⅞-4¾	5-4⅞	5⅛-5⅛	5⅝-5½	5⅞-5⅞
Fr France	7⅞-7¼	7⅞-7¼	8-7⅞	8⅞-8⅞	8¼-8⅛	8⅛-8⅛
Italian Lira	11-9	10⅞-9⅞	10⅞-9⅞	11⅛-10⅞	11⅛-10⅞	11⅛-11⅛
B. Fr. (Fin)	6⅞-6¼	6¾-6⅛	6⅞-6⅛	7⅛-7⅛	7⅛-7⅛	7⅞-7⅛
B. Fr. (Com.)	6⅞-6¼	6½-6¼	7-6¾	7½-7⅛	7⅞-7½	8-7⅞
Yen	4⅝-4½	4⅝-4½	4⅝-4½	4⅞-4⅞	5⅛-4⅞	5⅛-4⅞
D. Krone	8-7⅞	8⅛-7⅞	8⅛-8⅛	8⅜-8⅛	8⅜	9⅛-9
Asian $Sing	8-7⅞	8⅛-8⅛	8⅛-8¼	8⅛-8⅜	9-8⅞	9⅛-9⅛

Long term Eurodollars: two years 8⅞-8⅞ per cent; three years 8⅞-8⅞ per cent; four years 9⅛-9⅛ per cent, five years 10-9¾ per cent nominal. Short term rates are call for US Dollars and Japanese Yen, others, two days' notice.

EXCHANGE CROSS RATES

Aug.19	£	$	DM	Yen	F Fr.	S Fr.	H Fl.	Lira	C $	B Fr.
£	1	1.702	3.220	227.3	10.92	2.708	3.635	2386	2.091	67.50
$	0.588	1	1.892	133.5	6.416	1.591	2.136	1402	1.229	39.66
DM	0.311	0.529	1	70.59	3.391	0.841	1.129	741.0	0.649	20.96
YEN	4.399	7.488	14.17	1000.	48.04	11.91	15.99	10497	9.199	297.0
F Fr.	0.916	1.559	2.949	208.2	10.	2.480	3.329	2185	1.915	61.81
S Fr.	0.369	0.629	1.189	83.94	4.032	1	1.342	881.1	0.772	24.93
H Fl.	0.275	0.468	0.886	62.53	3.004	0.745	1	656.4	0.575	18.57
Lira	0.419	0.713	1.350	95.26	4.577	1.135	1.523	1000.	0.876	28.29
C $	0.478	0.814	1.540	108.7	5.222	1.295	1.738	1141	1	32.28
B Fr.	1.481	2.521	4.770	336.7	16.18	4.012	5.385	3535	3.098	100.

Yen per 1,000; French Fr. per 10; Lira per 1,000; Belgian Fr. per 100.

PHILADELPHIA SE £/$ OPTIONS
£12,500 (cents per £)

Strike Price	Calls Sep	Calls Oct	Calls Nov	Puts Dec	Puts Sep	Puts Oct	Puts Nov	Puts Dec
1.650	5.57	6.10	6.50	7.07	0.79	1.55	2.24	3.00
1.675	3.73	4.44	4.94	5.59	1.48	2.39	3.20	4.04
1.700	2.26	3.08	3.65	4.34	2.32	3.44	4.31	5.28
1.725	1.30	2.06	2.62	3.31	3.82	4.91	5.78	6.73
1.750	0.82	1.40	1.92	2.47	5.66	6.63	7.45	8.25
1.775	0.43	0.85	1.41	2.00	7.75	8.57	9.30	10.02
1.800	0.21	0.59	0.95	1.46	9.92	10.57	11.81	11.94

Previous day's open int.: Calls 542,677 Puts 421,518
Previous day's volume: Calls 9,744 Puts 9,359

LONDON SE £/$ OPTIONS
£12,500 (cents per £)

Strike Price	Calls-settlements Sep	Calls Oct	Calls Nov	Puts-settlements Dec	Puts Sep	Puts Oct	Puts Nov	Puts Dec
1.650	5.75	6.35	6.85	7.35	1.05	1.90	2.75	3.60
1.700	2.55	3.40	4.05	4.65	2.05	3.95	4.90	5.90
1.750	1.00	1.65	2.25	2.85	6.25	7.15	8.05	9.00
1.800	0.45	0.85	1.25	1.75	10.65	11.25	11.95	12.75
1.850	0.25	0.50	0.75	1.05	15.50	15.85	16.35	16.95
1.900	0.30	-	-	0.50	11.70	-	-	22.50
1.950	0.40	-	-	0.45	11.40	-	-	17.60

Estimated volume total. Calls N/A Puts N/A
Previous day's open int.: Calls 386 Puts 201

LIFFE LONG GILT FUTURES OPTIONS

Strike Price	Calls-settlements Sep	Calls Dec	Puts-settlements Sep	Puts Dec
88	660	732	0	2
90	460	536	0	6
92	260	346	0	16
94	63	208	3	42
96	2	63	106	133
98	0	24	304	258
100	0	10	504	444

Estimated volume total. Calls 838 Puts 307
Previous day's open int. Calls 51055 Puts 38677

LIFFE T-BOND FUTURES OPTIONS

Strike Price	Calls-settlements Sep	Calls Dec	Puts-settlements Sep	Puts Dec
78	704	648	0	18
80	504	505	0	39
82	304	335	0	105
84	104	217	0	151
86	0	122	60	256
88	0	45	260	415
90	0	24	460	558

Estimated volume total. Calls 201 Puts 5
Previous day's open int. Calls 3157 Puts 2868

LIFFE FT-SE INDEX FUTURES OPTIONS

Strike Price	Calls-settlements Aug	Calls Sep	Puts-settlements Aug	Puts Sep
17000	1400	1410	0	10
17500	900	947	0	47
18000	404	553	4	153
18500	50	270	150	370
19000	0	107	600	707
19500	0	34	1100	1134
20000	0	8	1600	1608

Estimated volume total. Calls 0 Puts 0
Previous day's open int. Calls 19 Puts 134

LIFFE £/$ OPTIONS
$25,000 (cents per £)

Strike Price	Calls-settlements Sep	Calls Oct	Puts-settlements Sep	Puts Oct
155	1513	1513	2	17
160	1013	1013	16	62
165	564	625	84	175
170	250	335	270	387
175	81	154	601	706
180	19	60	1030	1112
185	3	20	1525	1572

Estimated volume total. Calls 0 Puts 200
Previous day's open int. Calls 752 Puts 1533

LIFFE EUROBOLLAR OPTIONS
$1m points of 100%

Strike Price	Calls-settlements Sep	Calls Dec	Puts-settlements Sep	Puts Dec
9025	102	70	0	13
9050	77	52	0	20
9075	53	37	1	30
9100	30	24	3	42
9125	12	14	10	57
9150	3	8	26	76
9175	1	4	49	97

Estimated volume total. Calls 0 Puts 0
Previous day's open int. Calls 2753 Puts 4307

LIFFE SHORT STERLING

Strike Price	Calls-settlements Sep	Calls Dec	Puts-settlements Sep	Puts Dec
8800	65	103	4	19
8825	45	85	9	26
8850	28	69	17	35
8875	15	54	29	45
8900	8	41	47	57
8925	3	30	67	71
8950	1	22	90	88

Estimated volume total. Calls 422 Puts 421
Previous day's open int. Calls 17630 Puts 15466

LONDON (LIFFE)

20-YEAR 12% NOTIONAL GILT
£50,000 32nds of 100%

	Close	High	Low	Prev.
Sep	94-30	94-30	94-16	94-14
Dec	95-15	95-13	95-03	94-31

Estimated Volume 12011 (12436)
Previous day's open int. 46306 (46031)

7-10 YEAR 9% NOTIONAL GILT
£50,000 32nds of 100%

	Close	High	Low	Prev.
Sep	94-11			94-00
Dec				

Estimated Volume 0 (0)
Previous day's open int. 38 (38)

6% NOTIONAL LONG TERM JAPANESE GOVT. BOND Y100m 100ths of 100%

	Close	High	Low	Prev.
Sep	103.15	103.20	103.06	103.00
Dec	101.82	101.90	101.80	101.60

Estimated Volume 469 (735)
Previous day's open int. 741 (789)

THREE MONTH STERLING
£500,000 points of 100%

	Close	High	Low	Prev.
Sep	88.61	88.63	88.56	88.51
Dec	88.84	88.87	88.80	88.78
Mar	89.11	89.15	89.06	89.06
Jun	89.22	89.20	89.13	89.16

Est. Vol. (inc. figs. not shown) 12247 (14439)
Previous day's open int. 43358 (43295)

FT-SE 100 INDEX
£25 per full index point

	Close	High	Low	Prev.
Sep	184.00	184.60	183.30	182.45
Dec	185.80	186.20	185.90	184.15
Mar				

Estimated Volume 1076 (873)
Previous day's open int. 10467 (10492)

THREE MONTH EURODOLLAR
£1m points of 100%

	Close	High	Low	Prev.
Sep	91.27	91.28	91.26	91.24
Dec	90.82	90.83	90.80	90.79
Mar	90.81	90.82	90.80	90.80
Jun	90.67	90.70	90.67	90.68

Est. Vol. (inc. figs. not shown) 3583 (5204)
Previous day's open int. 42281 (42054)

US TREASURY BONDS 8%
$100,000 32nds of 100%

	Close	High	Low	Prev.
Sep	85-02	85-11	85-00	84-21
Dec	84-15	84-18	84-12	84-02
Mar				

Estimated Volume 3625 (7109)
Previous day's open int. 9142 (9119)

CURRENCY FUTURES

LIFFE-STERLING £25,000 $ per £

	Close	High	Low	Prev.
Sep	1.6980			1.6980
Dec	1.6875			1.6870
Mar	1.6800			1.6795

Estimated Volume 0 (14)
Previous day's open int. 205 (195)

CHICAGO

U.S. TREASURY BONDS (CBT) 8%
$100,000 32nds of 100%

	Close	High	Low	Prev.
Sep	84-28	85-11	84-23	84-26
Dec	84-08	84-25	84-04	84-07
Mar	83-20	84-02	83-16	83-19
Jun	83-01	83-23	82-30	83-00
Sep	82-15	82-24	82-12	82-15
Dec	81-31	82-11	81-25	81-31
Mar	81-16	81-23	81-12	81-16
Jun	81-02	-	-	81-03
Sep	80-21	80-29	80-21	80-23
Dec	80-09	80-13	80-09	80-12
Mar	79-30	80-01	79-30	80-02

U.S. TREASURY BILLS (IMM)
$1m points of 100%

	Close	High	Low	Prev.
Sep	92.68	92.75	92.67	92.69
Dec	92.28	92.35	92.27	92.32
Mar	92.20	92.25	92.20	92.25
Jun	92.10	-	92.10	92.15
Sep	92.01	-	92.01	92.06
Dec	91.92	-	91.92	91.97
Mar	91.87	-	91.87	91.92

SWISS FRANC (IMM)
SFr 125,000 $ per SFr

	Close	High	Low	Prev.
Sep	0.6306	0.6317	0.6286	0.6279
Dec	0.6380	0.6394	0.6358	0.6353
Mar	0.6448	0.6455	-	0.6421
Jun	0.6527	0.6510	0.6495	0.6500

JAPANESE YEN (IMM)
Y12.5m $ per Y100

	Close	High	Low	Prev.
Sep	0.7509	0.7533	0.7506	0.7523
Dec	0.7570	0.7603	0.7578	0.7595
Mar	0.7645	-	0.7655	0.7664
Jun	0.7723	0.7743	0.7743	0.7743

DEUTSCHE MARK (IMM)
DM125,000 $ per DM

	Close	High	Low	Prev.
Sep	0.5294	0.5310	0.5281	0.5270
Dec	0.5337	0.5352	0.5325	0.5313
Mar	0.5379	0.5380	0.5378	0.5365

THREE-MONTH EURODOLLAR (IMM)
$1m points of 100%

	Close	High	Low	Prev.
Sep	91.25	91.29	91.24	91.26
Dec	90.78	90.83	90.77	90.79
Mar	90.76	90.82	90.75	90.79
Jun	90.63	90.68	90.62	90.67
Sep	90.52	90.57	90.52	90.56
Dec	90.42	90.48	90.42	90.46
Mar	90.35	90.42	90.35	90.39
Jun	90.28	90.35	90.29	90.32

STANDARD & POORS 500 INDEX
$500 times index

	Close	High	Low	Prev.
Sep	261.95	263.40	261.25	261.45
Dec	264.40	265.90	263.75	263.95
Mar	267.00	268.30	266.40	266.55
Jun	269.20	270.80	-	268.60

BASE LENDING RATES

	%		%		%
ABN Bank	11	City Merchants Bank	11	NatWestminster	11
Adam & Company	11	Clydesdale Bank	11	Northern Bank Ltd	11
AAB - Allied Arab Bk	11	Comm.Bk.N.East	11	Norwich Gen. Trust	11
Allied Irish Bank	11	Co-operative Bank	*11	PRIVATbanken Limited	11
Henry Ansbacher	11	Coutts & Co	11	Provincial Bank PLC	12
AMZ Banking Group	11	Cyprus Popular Bk	11	R. Raphael & Sons	11
Associates Cap Corp	10	Dunbar Bank PLC	11	Roxburghe G'rantee	11½
Authority Bank	11	Duncan Lawrie	11	Royal Bk of Scotland	11
B & C Merchant Bank	11	Equatorial Bank plc	11	Royal Trust Bank	11
Banco de Bilbao	11	Exeter Trust Ltd	11½	● Smith & Williams Secs.	11
Bank Hapoalim	11	Financial & Gen. Sec	11	Standard Chartered	11
Bank Leumi (UK)	11½	First National Bank Plc	11½	TSB	11
Bank Credit & Comm	11	● Robert Fleming & Co.	11	UDT Mortgage Exp	11.45
Bank of Cyprus	11	Robert Fraser & Ptnrs	12	United Bk of Kuwait	11
Bank of Ireland	11	Girobank	11	United Mizrahi Bank	11
Bank of India	11	● Guinness Mahon	11	Unity Trust Bank Plc	11
Bank of Scotland	11	HFC Bank plc	11	Western Trust	11
Banque Belge Ltd	11	● Hambros Bank	11	Westpac Bank Corp.	11
Barclays Bank	11	Heritable & Gen Inv Bk	11	Whiteaway Laidlaw	11½
Benchmark Bank PLC	11	● Hill Samuel	11	Yorkshire Bank	11
Berliner Bank AG	11	C. Hoare & Co.	11		
Brit Bk of Mid East	11	Hongkong & Shangh	11		
● Brown Shipley	11	● Leopold Joseph & Sons	11		
Business Mtge Tst	11	Lloyds Bank	11		
CL Bank Nederland	11	Meghraj Bank Ltd	11		
Central Capital	11	Midland Bank	11		
● Charterhouse Bank	11	Mount Belg Corp.	11		
Citibank NA	11	Nat Bk. of Kuwait	11		

● Members of British Merchant Banking & Securities Houses Association. * 7 day deposits 4.38% Sterling 7.16%. Top Tier £10,000 + instant access 9.0% ♦ Mortgage base rate. ♦ Demand deposit 6%. Mortgage 10.875% - 11.25%

MONEY MARKETS

Prospects improve but danger remains

PROSPECTS FOR interest rates in London improved a little last week.

It was the view in the City that the Bank of England wishes to maintain the present base rate level of 11 p.c. for as long as possible. This is in order to find out if the rise of 3½ percentage points in rates since the beginning of June has taken the steam out of the UK economy and eased the pressure on inflation.

By the time the money supply and bank lending figures were released last Thursday the financial markets were discounting bank and building society lending in July of at least £9bn, and were therefore not disappointed.

There was also relief on the same day that the underlying rise in the rate of average earnings was unchanged at 8.5 p.c. in June.

UK clearing bank base lending rate
11 per cent
from August 9

Providing this week's trade figures do not produce anything really alarming - such as a visible deficit of over £2bn - the biggest danger to higher interest rates in London may come from the other side of the Atlantic.

Strong US growth continues to support the dollar on speculation about higher interest rates.

Figures on the US economy will be watched this week for signs of inflationary pressure, and another tightening of the Federal Reserve's monetary policy.

A first revision to second quarter US Gross National Product growth will be announced on Thursday. Morgan Grenfell suggests that trade revisions and strong economic figures seen for June point to an upward revision.

Morgan Grenfell, and Nomura Research Institute, suggest a rise to 3.3 p.c. from 3.1 p.c.

FT LONDON INTERBANK FIXING

(11.00 a.m. Aug.19)	3 months US dollars		6 months US Dollars	
bid 8⅞	offer 8⅞	bid 8⅞	offer 9	

The fixing rates are the arithmetic means rounded to the nearest one-sixteenth, of the bid and offered rates for $10m quoted by the market to five reference banks at 11.00 a.m. each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, Banque National de Paris and Morgan Guaranty Trust.

BANK OF ENGLAND TREASURY BILL TENDER

	Aug.19	Aug.12		Aug.19	Aug.12
Bills on offer	£100m	£100m	Top accepted rate of discount	10

WORLD STOCK MARKETS

AUSTRIA

1988 High	Low	August 19	Price Sch
2,070	1,850	Creditanstalt	2,020
2,940	2,600	Goesser	2,840
12,100	9,350	Internatall	11,800
8,050	4,660	Jungbunzlauer	7,640
414	340	Lenzing	365
695	632	Perlmooser	668
123	74	Steyr-Daimler	90
695	555	Veitscher Mag	625

BELGIUM/LUXEMBOURG

1988 High	Low	August 19	Price Fr.
2,950	2,490	B.B.L.	2,860
13,900	13,500	Bangue Gen. Du. Lux	13,850
13,300	13,000	Bank Int. a Lux	13,000
11,500	6,700	Bekaert B	11,300
6,540	4,200	Ciment CBR	6,400
318	123	Cockerill	284
9,510	4,800	Colruyt	8,750
5,000	2,920	Delhaize	4,545
4,900	4,105	EBES	4,235
940	470	Fabrique Nat.	880
1,650	830	GB Inno BM	1,212
3,420	2,210	GBL(Brux)L	3,225
5,740	4,150	Generale Bank	5,250
8,500	5,720	Gevaert	7,300
8,800	5,800	Hoboken	8,600
3,875	3,140	Intercom	3,140
4,400	3,150	Kredietbank	3,970
12,700	10,600	Pan Holdings	12,700
13,700	8,300	Petrofina	12,200
1,545	1,264	Raffinerie Tirlem	1,448
6,000	4,100	Royale Belge	4,840
8,530	4,105	Soc Gen Belge	4,150
13,450	8,090	Sofina	12,200
13,300	9,090	Solvay	12,950
200	80	Stavenot Intl	80
7,750	5,026	Tractebel	7,700
9,480	6,910	UCB	9,400
5,520	3,590	Wagons Lits	5,260

DENMARK

1988 High	Low	August 19	Price Kr.
540	405	Baltica Hldgs	514.9
1,080	733	Carlsberg	975.7
281.5	216	Cop Handelsbank	262.1
425.8	261	D. Sukkerfab.	425.8
365	292	Den Danske Bank	349.7 w
217.5	162	East Asiatic	210.2
222	167	GN Hldgs	215
698.9	572	I.S.S. B Systems	688.6
457	362	Lyske Bank	431.625
268.7	134	Novo Ind.	263.3
252.5	201	Privatbanken	239.9
784.8	592	Stofnes Bersadien	784.8 w
2,600	1,600	Superfos	2560.4

FINLAND

1988 High	Low	August 19	Price Mka
215.5	181	Amer	208
64.7	52	Finnish Sugar	60.5
101	75.8	Huhtamaki I Free	95
190	133	Huhtamaki K Free	185
75.25	45.5	KOP	70.75
272.5	186	Kone	250
164.5	94	Kymmene	128.5
187	133	Nokia	167
92	68.6	Pohjola 'B'	82.25
37.75	23.8	Raisio-Repola	36.5
257.5	206.5	Stockmann 'B'	227.5
37	27.6	UPM 'C'	34.7
139.5	96.5	Utsl. Paper Prf.	129.5
239.5	210.5	Wartsila (x11)	214

FRANCE

1988 High	Low	August 19	Price Frs.
475	272	Accor	440
584	387	Air Liquide	531
2,350	1,707	Alcatel	2,133
740	430	BIC	700
303	198	BNP (Cert. Inv.)	255
2,524	1,760	Bouygues	2,430
495	367	Bouygues	424
5,030	3,780	BSN	5,020

FRANCE (continued)

1988 High	Low	August 19	Price Frs.
2,630	2,000	Carrefour	2,030
500	330	Club Mediterranee	449
514	304	Cie Bancaire	447
280	211	Cie Fin. de Suez	256
340	275	Colinog	289
329	161.8	CSE	313
2,499	1,310	Dumez	2,490
713	400	Dowa S.A.	685
1,341	900	Eaux (Cie Gen)	1,310
343	229	Elf-Aquitaine	331
2,866	1,954	Essilor	2,465
800	595	Gen Occidentale	725
747	374	Hanson	692
228	123	Imetal	211
3,140	1,520	LVMH	2,773
2,403	966	Lafarge Coppee	1,331
3,545	2,300	L'Oreal	3,265
3,020	1,900	Legrand	2,814
76	39	Maisons Phenix	68
205	120	Matra S.A.	189
226	134	Michelin B	197
1,752	890	Midi (Cie)	1,299
116	37	Moulinex	102
117	76	Nord Est	101
420	257	Parfins	400
1,129	680	Pernod Ricard	1,129
798	481	Perrier	698
1,339	790	Peugeot S.A.	1,198
545	325	Printemps Au	545
765	677	Radiotech	719
2,840	1,910	Redoute	2,632
1,275	490	Rousel-Uclaf	1,235
539	380	St Gobain	501
487	392	Sefimag	409
1,024	630	Skis Rossignol	1,020
3,585	2,945	Telemech Elect	4,289
218	120	Thomson (CSF)	182
385	319	Total-Petrole Fr.	348
519	316	Valeo	487

GERMANY

1988 High	Low	August 19	Price Dm.
267	170.6	AEG	202.5
1,567	1,035	Allianz AG	1,500
1,080	223	BASF	215
300.7	237.1	Bayer	295
365	238	Bayer-Hypo	331.5
363	302	Bayer-Vereins	331
412	257	BHF-Bank	408.5 w
542	420	BMW	484.5
332	277	Brown Boveri	304
243	193.5	Commerzbank	225
267.8	169.5	Continental AG	243.5
722	527	Daimler-Benz	653
365.5	234.5	Degussa	360.5
185	136	Deutsche Babcock	183
486	357	Deutsche Bank	460
274	212.5	Dresdner Bank	254.5
309.5	226	Feldmuehle Nobel	294
478	385	Hoechst	464
534	333.5	Horten	504
289.5	237.6	Hoesch	281.8
159.3	81.5	Hotzmann (P)	475
475	254	Karstadt	142
201	144	Kaufhof	418
490	350	Kloeckner	400.5
482	347	Kolbus	345
420	310	Krupp	141
242.6	81.5	Linde	169
103.5	65.5	Lufthansa	134.8
701	498	MAN	204.8
163	129.5	Mannesmann	174.4
207.5	126	Mercedes Hld	518
176	96.2	Metallgesell	299.8
599	404	Munich Rueck	2,145
330	185.5	Muehlhof	431.5
2,150	1,500	Porsche	3613
600	420.5	Preussag	376
378	308	Rhein Westf Elect	230
220	143.2	Rosenthal	217
535	332	Schering	502
444	322.5	Siemens	429.5
154.5	98.3	Thyssen	153.5
295	216	Varta	282
274	222.2	Veba	258.5
176	159	V.E.W.	159.4
381	335	Vereins-West.	332
268	202	Volkswagen	253.5

ITALY

1988 High	Low	August 19	Price Lire
2,670	1,900	Banca Com'le	2,670
296	149	Bastogi-IRBS	296
6,500	3,290	CIR	5,670
1,460	1,000	Credito Italiano	1,250
10,070	7,602	Fiat	9,600
94,050	77,900	Generali Assicur	95,000
114,700	92,675	Italcementi	114,700
4,750	2,710	La Rinascente	4,580
1,966	1,010	Montedison	1,095
11,505	7,350	Olivetti	10,580
5,795	3,640	Pirelli Co	5,325
3,360	1,870	Pirelli Spa	2,745
2,565	1,980	Saipem	2,554
2,500	1,623	Sasib RiSp	2,466
20,900	14,570	Toro Assicur.	18,799

NETHERLANDS

1988 High	Low	August 19	Price Fls.
56.4	39	ACF Holding	50.80
86.6	57.3	AEGON	81.70
90	58.4	Ahold	84.40
147.8	85.1	AKZO	140.80
48.2	36.6	ABN	45.30
57.1	36.7	AMEV	51.80
81.3	55.2	AMRO	75.10
109	78.5	Bolsteij Weny	102.50
97.8	90.6	Buehrmann-Tet	94.80
229.3	187.5	Dordtsche Petroleum	217.50
61.2	39.5	Elsevier Ned	58.10
33.9	15.8	Fokker	31.60
42.1	22.5	Gist Brocades	42.10
156	114	Hagemeyer	150.80
66.5	25	Hoogovens	60.20
67.5	35	Hunter Douglas	67.50
22.8	12	ING Groep	19.50
66.8	36.5	Int Mueller	62.00
39.2	28.7	KLM	35.40
171	102.5	KNP	170.5
67	46.7	Nat Ned Cert	63.00
192.5	113.2	Nat Nld Bank	186.50
250.3	129.8	Nedlloyd	254.00
289.5	166	Oce Grinten	266.50
24.9	20.5	Onasgras (Vast)	28.50
68.7	62	Pakhoed	65.80
34.9	23.9	Philips	33.30
96.6	81.5	Robeco	94.70
156	143.4	Rodamco	151.10
92.8	73.7	Rolinco	91.30
58.9	54	Royaco	58.70
248.2	201	Royal Dutch	235.30
119.7	101.5	Stahlwerken	116.30
22.2	13	VMF Stork	21.80
95.8	53.5	VNU	89.80
82	54	Wessanen	78.70
152	109.5	Wolters Kluwer	145.50

NORWAY

1988 High	Low	August 19	Price Kroner
36,625	39	Aker	39.00
160	119	Bergens Bank	121.00
330	181	Bergesen B	320.00
150	103	Christiania Bk	106.00
135	93	Den Norske Credit	96.50
156	55	Elkem	146.00
560	360.5	Hafslund	500.00
127	99	Kvaerner	116.00
295	197.5	Norsk Data	216.50
95	47	Norsk Hydro	58.50
225.5	135	Oslo Bergesund	217.00
214	136	Storebrand	196.0
62.5	40.5	Stonybrand	40.50

SPAIN

1988 High	Low	August 19	Price Pts. %
718	550	Alcazar	670
1,185	885	Banco Bilbao	1,090
1,163	937	Banco Central	1,065
535	420	Banco Exterior	445
867	615	Banco Hispano	815
1,850	1,440	Banco Popular	1,775
978	750	Banco Santander	909
1,185	763	Banco Vizcaya	1,090
1,134	938	Bansto	1,039
473	332	Dragados	457
103.7	79	Iberola	96.7
152.5	111	Iberduero	135.5
520	391	Petroleos (Cia Esp)	501
209.5	160	Telefonica	194.5

SWEDEN

1988 High	Low	August 19	Price Kroner
200	144	ASA B (Free)	195
425	252	Atlas-Laval B (Free)	390
395	286	ASEA B (Free)	339
231	183	Astra B (Free)	188
222	151	Atlas Copco A (Free)	208
259	192	Electrolux B (Free)	241
254	154	Ericsson B (Free)	243
220	140	Esselte B (Free)	220
400	260	Ifo Deb Dom B Free	370
176	120	Pharmacia B (Free)	156
218	151	Saab-Scania B Free	186
225	145	Sandvik B (Free)	216
167	136	Skandia (Free)	151
174	137	Skanska Intl	159
153	120	Skan Enskilda	149
340	227	SKF B Free	307
428	266	Sv. Kopparb'g A Free	404
367	242	Svka Cell'sa B (Free)	350
137	92	Svka Handelsbk.	127
357	275	Volvo B (Free)	322

SWITZERLAND

1988 High	Low	August 19	Price Frs.
9,375	5,375	Adia Intl	9,075
605	450	Alusuisse	598
3,200	2,400	Bank Leu	3,200
2,510	1,550	Brown Boveri	2,335
3,450	2,400	Ciba Geigy	3,345
2,290	1,590	do. (Pt.Ch)	2,220
2,490	2,185	Credit Suisse	2,530
3,275	2,825	Elektrowatt	2,950
1,210	680	Fischer (Geo.)	1,200
127,500	86,750	Hoff-Roche (Pt.Ch)	119,250
12,475	8,850	Hoff-Roche 1/10	12,000
2,313	1,753	Inspectorate Int.	2,100
8,650	6,950	Jacobs Suchard	7,600
2,735	2,000	Jelmoli	2,735
1,380	1,000	Landis and Gyr	1,295
1,300	7,850	Nestle	8,525
1,300	790	Pargesa	1,300
1,650	1,180	Pirelli	1,610
335	255	Sandoz (Br)	12,550
12,925	10,900	Sandoz (Pt.Ch)	1,990
2,095	1,670	Schindler (Pt.Ch)	790
720	475	Sika	5,025
810	575	Surveillance	1,165
5,200	3,000	Swissair	960
1,250	960	Swiss Bank	310
380	310	Swiss Reinsur.	12,500
14,500	11,500	Swiss Volksbk.	1,710
1,800	1,540	Union Bank	3,210
3,490	2,820	Winterthur	5,375
5,700	4,650	Zurich Ins	5,700
6,100	4,850		

SOUTH AFRICA

1988 High	Low	August 19	Price Rand
3.4	1.65	Abercom	2.95
11.75	9.3	AECI	10.5
90	80	Allied Tech	80
47.5	29	Anglo Am Coal	42
58.25	44.1	Anglo Am Corp	53.5
310	226	Anglo Am Gold	250
24	18.5	Barlow Rand	21
69	46	Buffels	52.5
6.25	4.4	CNA Gold	5.4
4.25	3.1	Currie Finance	3.4
41.75	22.5	De Beers	39
37.5	29.75	Driefontein	32.15
21.5	13.25	First Nat. Bank	14.25
41.5	26	Free State Cons Gold	26.75
60.5	49	Gold Fields SA	51.5
7.94	4	Highveld Steel	7.25
20	13.25	Malcor Hldgs	17.75
6.4	5.25	Nedbank	5.7
14	11	OK Bazaars	11
16.2	8.85	Rembrandt	14.85
42	21.5	Rust Plat	32.5
23.5	17.25	Safmarine & Rm.	19
13	11	Sasol	12
21.5	15.75	SA Breweries	17.6
44.5	30	Smith (C.G)	38.5
13.25	9.5	Tongaat Hulett	12.2

AUSTRALIA

1988 High	Low	August 19	Price Aust$
1.23	0.79	A.F.P.	1.08
7.3	4	Adelaide Steamr	7.30
9.9	5.38	Ampolex	9.60
0.55	0.18	Arimco Aust.	0.18
1.82	1.1	Ashton	1.62
2.14	1.47	Aust. Nat Inds	2.00
5.08	3.2	AMP Group	5.08
2.63	1.33	Bell Group	2.60
1.9	1.01	Bell Resources	1.70
2.3	1.5	Bond Corp Hldgs	2.12
5.14	3.35	Boral	5.00
4.4	2.7	Broken Hill Proprietary	3.90
10.7	7.44	Brambles Inds	10.50
1.05	0.55	Bridge Oil	0.97
8.76	4.35	BHP	8.50
1.02	0.67	BHP Gold	0.79
3.85	3	Burns Philp	3.57
9.6	4.48	CRA	9.60
5.02	3.05	CSR	4.67
1.02	0.6	Chase Corp	0.92
0.35	0.24	Claremont Petrol	0.28
11.2	5.7	Coles Myer	11.20
4.9	2.25	Comalco 'A'	4.75
0.36	0.17	Consolidated Pet	0.27
3.8	1.9	Costain Aust	3.80
0.46	0.3	Dobe Group	0.35
3.53	2.176	Elders IXL	3.45
2.9	2.2	Energy Res	2.90
3	2.66	Gen Prop Trust	2.70
2.78	1.9	Goodman Fielder	2.43
3.6	2.5	Hardie LD	3.25
1.98	1.4	Harlequin Energy	1.55
7.18	4.05	ICI Aust	7.16
1.98	1.3	Industrial Equity	1.87
9.5	5.2	James (David)	9.20
4.7	3.25	Kidston Gold	3.50
15.2	10.3	Lend Lease	14.10
2.24	1.19	MIM	2.21
6.7	4.36	Mayne Nickless	6.56
6.6	3.76	Nat. Aust. Bank	6.52
14.45	10.25	News	10.40
2	0.75	Noranda Pacific	0.89
3.98	2.2	North Blk Hill	3.20
0.35	0.17	Oakbridge	0.22
4.7	3.57	Pacific Dunlop	4.60
2.4	1.5	Pancontl	1.90
3.47	2.1	Pioneer Conc	3.39
2.8	1.22	Placer Pacific	2.43
2.75	1.9	Poseidon	2.20
1.28	1.03	Queensland Coal	1.18

AUSTRALIA (continued)

1988 High	Low	August 19	Price Aust$
4.7	3.27	Santos	4.20
3.9	2.7	Smith (H.)	3.70
4.75	3.73	Tios Nsw/vic	4.75
9.2	5.4	Tooth	9.00
3.3	2.1	Yanogo	2.80
6.7	3.89	Western Mining	6.30
7.04	4.52	Westpac	6.98
2	1.15	Woodside Petrol	1.78
3.54	2	Woolworths	3.35
2.02	1.05	Wormald Intl	1.80

HONG KONG

1988 High	Low	August 19	Price H.K.$
19.1	15	Bank East Asia	16.90
9	4.75	Cathy Pacific	8.65
8.25	6.2	Chung Kong	7.25
19.4	16	China Light	16.00
0.2	0.27	Hongkong	0.48
5.75	4.02	Hong Lung	4.97
30.75	22	Hong Seng Bank	30.25
6.05	3.8	Henderson Land	4.80
18.5	14.9	Hongkong China	16.30
8.3	7.1	HK Electric	7.15
9.9	6.75	HK Land	8.30
7.55	6	HK Shanghai Bank	6.15
5.4	3.45	HK Shanghai Hotels	4.95
7.8	5.45	HK Telecomms.	5.60
9.7	6.65	Hutchison Whp	8.85
13.1	5.6	Inchcape	11.80
14	9.9	Jardine Math	13.40
12.3	7.15	New World Dev	11.10
12.3	7.65	SHK Props	10.00
1.52	0.75	Shell Elec. Hldg	1.07
19.3	14.8	Swire Pac A	18.40
15.5	11.4	TV-B	12.90
8.3	5.8	Wharf Hldgs	7.90
10.5	7.2	Wheat Intl	9.20
3.95	2.05	World Intl Hldgs	3.77

SINGAPORE

1988 High	Low	August 19	Price S$
1.62	1.1	Boustead Bldgs.	1.39
6.85	4.3	Cerebos Pacific	5.90
5.05	3.2	Cold Storage	4.72
9.3	7.5	DBS	8.40
9.7	7.45	Fraser & Neave	8.95
5.85	3.36	Genting	5.05
4.98	2.18	Haw Par Bros	3.40
3.02	2.37	Hong Leong Fin	2.66
7	3.46	Inchcape Bhd	6.15
3.12	1.78	Keppel Corp.	2.80
5.8	4	Malayan Banking	4.98
1.85	1.41	Malayan Ind Ind	1.45
0.81	0.35	Multi Purpose	0.69
9.1	6.25	OCBC	8.00
4	3	OUB	3.54
1.88	1.28	Public Bank	1.20
3.42	1.99	Sime Darby	3.05
12.5	9.1	Singapore Air	11.60
8.05	6.75	Singapore Press	7.50
3.98	3.02	Straits Trading	3.60
3.38	2.82	Tat Lee Bank	3.02
5.65	4.4	UOB	5.05

NOTES – Prices on this page are as quoted on the individual exchanges and are last traded prices. (a) unavailable. ø Dealings suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. xa Ex all.

JAPAN

1988 High	Low	August 19	Price Yen
3,630	2,870	Ajinomoto	2,900
1,900	1,400	All Nippon Air	1,760
2,020	1,650	Alps Electric	1,890
1,430	1,040	Amada	1,280
1,760	1,350	Amano	1,360
975	645	Aoki Construct.	765
2,840	2,360	Asahi	2,450
1,220	913	Ashi Glass	922
6,740	5,020	Arabian Oil	5,780
1,160	807	Asahi Chemicals	1,040
2,130	1,640	Asahi Glass	1,870
1,220	800	Atsugi Nylon	1,120
1,610	1,200	Bank Tokyo	1,560
1,680	1,250	Banyu Pharm	1,350
1,580	1,140	Bridgestone	1,300
899	559	Brother Ind.	770
1,690	1,380	Calpis Food	1,380
1,670	905	Canon	1,300
3,790	2,750	Canon Sales	3,200
1,650	1,100	Casio Computer	1,650
881	570	Central Glass	785
930	524	Chiyoda Chem	895
3,400	2,440	Chubu Elect Pwr	3,100
1,860	1,600	Chugai Pharm.	1,560
1,030	472	Citizen Watch	845
934	700	Daicel Chemical	872
796	532	Daido Steel	720
2,340	1,410	Daiei	1,190
3,250	2,660	Dai Ichi Kan Bank	3,080
1,180	701	Daiichi Inds	1,060
3,520	2,580	Daikyo Kaiko	2,760
836	656	Dai Nippon Ink	769
2,750	2,113	Dai Nippon Pag	2,560
2,230	1,460	Daishowa Paper	1,960
2,200	1,440	Daiwa House	2,140
2,860	1,530	Daiwa Sec	2,400
3,750	2,400	Denny's	3,300
757	463	Dowa Mining	645
1,080	741	Ebara	940
2,863	1,910	Eisai	2,020
1,420	1,070	Ezaki Glico	1,210
7,160	5,250	Fanuc	6,730
3,500	2,809	Fuji Bank	3,340
892	470	Fuji Electric	815
4,350	3,570	Fuji Film	3,780
920	513	Fuji Heavy Ind	794
1,500	660	Fujikura Cable	1,450
2,240	1,720	Fujitsu	1,750
1,920	1,310	Fujisu	1,900
915	680	Furukawa Elect	800
2,370	1,770	Green Cross	1,820
915	680	Gun-Ei Chem	800
1,220	885	Gunze	1,040
1,300	940	Hasegawa Kom	1,160
2,390	1,120	Hattori Seiko	2,100
1,900	1,105	Hehwa Real Est	1,680
1,100	491	Hino Motors	990
5,590	4,950	Hirose Electric	5,120
2,030	1,150	Hitachi	1,850
1,260	985	Hitachi Cable	1,020
1,770	1,500	Hitachi Credit	1,500
2,450	1,970	Hitachi Maxell	2,340
1,220	966	Hitachi Metals	1,100
2,440	1,730	Honda	2,250
725	499	Hosiden Paper	680
2,450	1,960	House Food Ind	2,010
2,380	2,140	Hoya	2,200
2,130	1,750	Ibigawa Elech	1,850
3,626	2,436	Ind Bank Japan	3,250
2,500	1,250	Ito-Yokado	2,300
815	640	Ishihara Sangyo	709
1,200	587	Ishikawajima Ha	1,150
752	380	Isuzu Motors	639
878	580	Itoh (C.)	786
1,730	1,300	Itoham Foods	1,420
4,800	3,650	Ito Yokado	4,330
1,070	819	Iwatsu Electric	1,000
16,100	12,400	JAL	14,700
1,250	1,000	J E O L	1,110
1,730	1,126	Japan Radio	1,640
728	323	Japan Steel Wks	580
735	410	Jap S Battery	660
1,340	933	Japan Synth Rbr	1,250
930	651	Jujo Paper	900
2,220	1,500	Jusco	2,000
1,650	1,270	Kajima	1,370
2,180	1,550	Kaken Pharm	1,750
675	465	Kanebo	600
1,150	869	Kanagafuchi Chem	912
3,330	2,450	Kansai Elect. Power	3,090
738	500	Kansai Paint	696
2,040	1,690	Kao Corp	1,740
1,970	1,230	Kashiyama	1,800
750	235	Kawasaki Heavy	927
775	300	Kawasaki Steel	775
1,350	1,020	Kikkoman Shoyu	1,130
3,250	2,460	Kijiri Elect.	2,700
2,500	1,850	Kirin Brewery	1,930
628	243	Kobe Steel	550
3,790	1,600	Koito Mfg	3,570
3,450	2,750	Kokuyo	3,070
845	546	Komatsu	765
1,780	740	Konica	1,640
4,400	2,920	Korgitsen Stadium	3,670
784	520	Kubota	740
1,120	745	Kumagai-Gumi	919
1,710	1,280	Kurary	1,510
1,330	1,020	Kureha Chemical	1,060
1,940	1,600	Kyocera	1,870
6,330	5,110	Kyoto Ceramic	6,000
1,910	1,490	Kyowa Hakko	1,490
1,340	1,030	Lion	1,050
1,520	1,170	Maeda Construct.	1,270
936	710	Makino Milling	880
1,890	1,540	Makita Elect. Wk	1,680
700	400	Marubeni	591
1,450	1,150	Marudai Food	1,230
3,420	2,790	Maruei	2,990
3,050	2,030	MEI	2,015
2,260	1,720	Matsu Elect. Wks.	1,970
785	585	Mazda Motors	677
1,170	860	Meiji Milk	1,010
1,090	905	Meiji Seika	920
1,150	702	Minebea	980
828	554	Minolta Camera	762
2,150	1,509	Misawa Homes	1,900
3,270	2,428	M'bishi Bank	2,940
1,230	905	M'bishi Chem	1,040
1,360	989	M'bishi Corp	1,120
1,050	500	M'bishi Elec	970
2,770	1,520	M'bishi Estate	2,470
813	485	M'bishi Gas Chem	713
1,020	495	M'bishi Heavy	929
930	710	M'bishi Metal	822
758	560	M'bishi Min Cem	696
1,050	510	M'bishi Oil	1,050
980	775	M'bishi Paper	889
1,630	921	M'bishi Petchem	1,510
845	664	M'bishi Plastics	726
704	441	M'bishi Rayon	611
3,720	2,210	M'bishi Tst	2,990
1,680	1,320	M'bishi Warehse.	1,420
2,480	2,120	Mitsui Bank	2,260
978	617	Mitsui Co.	865
812	422	Mitsui Mining	802
1,540	922	Mitsui Petchem	1,370
2,490	1,450	Mitsui Real Estate	2,460
918	600	Mitsui Toatsu	855
1,010	730	Mitsui Warehse	944
2,940	1,420	Mitsubishi	1,910
1,360	881	Mitsumi Elect	1,120
1,610	1,040	Mizuno Sporting	1,350
1,700	4,000	Morishita Pharm	4,510
911	655	Morinaga Milk	776
3,250	2,530	Murata Mfg	2,870
2,340	1,870	NEC	2,220
1,330	927	NGK Insulators	1,100
1,450	1,045	NGK Spark Plug	1,360
1,330	1,000	NKK Corp.	207
1,000	725	NTN Toyo Bng	735
825	520	Nikon Corporat	811
614	316	Nippon Denso	1,090
1,490	1,000	Nippon Express	1,390
2,620	1,620	Nippon Gakki	2,140

NEW YORK STOCK EXCHANGE COMPOSITE PRICES

4pm prices August 19

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
		— A — A — A								
27⅞	14	AAR s	.36	1.5	18	40	24⅛	24⅛	24⅛	+ ⅛
		ACM n				4681	10	10	10	
12⅛	8¼	ACMin n1.40e		12.		292	11⅞	11½	11½	− ⅛
12⅛	10⅛	ACMSc n1.26		12.		690	10½	d10½	10⅞	
10½	8	ACMSp n.17e		1.9		684	9⅛	d 8	9⅛	+ ⅛
27⅞	10½	AGS		20	915	27⅞	27⅛	27⅞	+ ½	
7⅞	2⅞	AMCA			2	3⅞	3⅞	3⅞	+ ⅛	
8⅞	3¼	AM Ind				728	5½	5⅛	5⅛ −	⅛
29⅞	17	AM Int pf 2	9.3		29	21½	21⅛	21½	+ ⅛	
64½	28¼	AMR			9	1637	43⅞	43⅛	43⅛ +	⅛
27	25	AMR pf 2.67	10.		2	26½	26½	26½	+ ⅛	
24⅞	19	ANR pf 2.12	9.0		204	23½	23½	23½	+ ⅛	
11½	6⅛	ARX		10	37	7⅞	7⅞	7⅞ −	⅛	
70½	35¼	ASA	3	8.2	441	36⅞	36¼	36⅞ −	⅛	
22⅞	9½	AVX	.08e	.3	12	977	13⅞	13⅞	13⅞ +	⅞
65⅞	40	AbtLab	1.20	2.6	15	1936	46	45½	45⅞	
22⅞	15⅛	AbtSbl g	1			24	17⅛	17⅛	17⅛ +	⅛
18½	8½	AcmeC	.40	4.1		319	9⅞	9⅞	9⅞ −	⅛
18½	8½	AcmeE	.225	4.6	50	2	7	6⅞	7 +	⅛
20	14½	AdaEx 3.05e		20.		45	15⅞	15½	15⅞ +	⅛
79¼	6⅞	AdamMil	.24	1.5	15	7	16⅛	16⅛	16⅛	
24⅞	7½	AMD				2520	11⅞	11⅛	11⅛	
56¾	29¼	AMD pf 3	8.5		8	36½	36½	36½	− ½	
10⅞	4⅞	Adobe				452	7⅞	7½	7⅞ +	⅛
21⅞	17½	Adob pf 2.40	11.		1	20½	20⅞	20⅞ −	⅛	
12⅞	5⅞	Adwest	.12	1.4	16	132	8½	8⅛	8⅛	
64¼	39½	AetnLi	2.76	5.7	8	1288	48⅛	48⅛	48⅛ +	⅛
40	20½	AfilPs s	.20	.8		299	25⅞	25⅛	25⅛ −	⅛
23⅞	13	AfrInns	.88	5.7	10	566	15½	15⅛	15½ +	⅛
4½	1⅛	Ahlsm				312	4	4⅛	4⅛ +	⅛
53⅞	29	AirPrd	1.20	2.8	12	418	42⅞	42⅛	42⅞ +	⅛
28¼	11¼	AirbFrt	.60	3.8	21	224	16	15⅞	16 +	⅛
18⅞	8⅞	Airgas			16	103	14	13⅞	14 +	½
20	12½	AirJamn 2.20		12.	10	40	18⅞	18⅛	18⅛ +	⅛
9⅞	7⅞	AlbPr dpf.87		9.4		619	9⅛	9⅛	9⅛	
97⅞	81½	AlbP pf	9	9.9		2100	91	91	91	
23½	12¼	AlskAir	.16	.8	16	447	19½	19	19½ −	⅛
39	14⅞	Alberto	.30	1.0	17	71	32	31½	31½ −	½
28⅞	12½	AlbCoAl	.30	1.3	15	21	24⅞	23⅞	24 −	½
34	20¼	Alblen s	.56	1.8	16	1968	31⅞	31½	31½	
27⅞	18	Alcan s	.80	2.9	7	3597	29⅞	29½	29⅞ +	⅛
28⅞	15¼	AlcoStd	.68	2.7	11	339	25½	24⅞	25⅛ +	½
28¼	15⅞	AlexAlr	1	4.5	16	147	22½	22⅛	22⅛ −	⅛
59	34⅞	Alexdr				4	51½	51½	51½ −	⅛
92½	61½	AlegCp			7	26	70⅛	69⅞	69⅞ +	⅛
16	2⅛	vjAlgnt				242	3	2⅞	2⅞ −	⅛
16	5⅛	vjAlgt pr				2	5⅛	5⅛	5⅛ +	⅛
78⅞	17	vjAlgt pfC				40	18½	17⅞	18 −	½
33⅞	15½	AlgLud	.48	1.7	10	114	28	27⅞	28 +	⅛
41½	31⅞	AlgPw	3	8.0	9	205	37½	37⅛	37⅛ −	
17⅞	6½	AlleghG				129	12½	12	12⅛ −	½
22	9¼	Allen pf1.75	12.		9	14½	14⅛	14⅛	14½ −	⅛
11⅞	6⅞	AlnCap n.25e		2.6		256	10	9⅞	10 +	⅛
47⅞	26	AldSgnl 1.80		5.5	10	686	33	32⅞	32⅞ +	½
9-16	1⅛	vjAllisC				147	11-16		5/8	
19	3	AlloC pf				48	3½	3½	3½ +	⅛
10⅞	6⅞	AlsMu n.78		7.9		117	10	9⅞	9⅞ −	⅛
19⅞	9¼	AlsMtl n.07e		7		256	9⅞	9½	9½ +	⅛
35⅞	23	ALLTEL 1.52		4.4	10	109	34½	34⅛	34½	
68½	55	ALLT pf2.06		3.9		2	66	66	66	
63⅞	33¼	Alcoa	1.40	2.9	7	2274	48⅞	48	48	+ ⅛
20¼	9¼	AmaJl	.08	.4	31	323	18⅞	18	18	+ ⅛
29½	12½	Amax	.20	.9	10	3071	22½	21⅞	22⅛	+ ⅛
14⅞	7½	Amcast	.44	3.3	27	3	13⅞	13⅞	13⅞	
26⅞	21½	AmHes	.80	2.2		1147	27½	26⅞	27½ +	⅛
30⅞	12¼	ABarck	.10e			467	17⅞	17¼	17¼ −	⅛
60	36½	AmBrnd	2.20	4.7	9	348	47⅛	46½	46⅞ −	⅛
28¼	15	ABldM	.92	8.5	17	128	27	26⅛	26⅛ +	⅛
22⅞	17⅞	ACapBd 2.20		10.		30	21½	21⅛	21⅛ −	⅛
31⅞	20	ACasCv 5.85e		22.		5	26⅞	26	26⅞ +	⅛
10⅞	9	ACapIn n1.10		12.		157	9⅞	9⅞	9⅞ +	⅛
16⅞	7⅞	ACMR	1	11.	10	416	9⅞	9⅞	9⅞ −	½
4½	½	ACemC				3	½	½	½	
56⅞	29	ACyan	1.20	2.8	14	2265	48⅞	46½	46½ +	⅛
29⅞	23⅞	AEPow	2.36	8.8	10	2196	26⅞	26⅛	26⅛ −	⅛
39⅞	20¼	AmExp	.76	2.6	22	9336	29⅞	28⅞	28⅞ −	⅛
18½	9⅞	AFamily	.24	1.9	10	1297	13	12⅞	12⅞	
42½	27¼	AGnCp	1.40	4.2	9	1618	33⅞	33⅛	33⅛ +	⅛
16⅞	4⅞	AGrt wt				1318	9⅞	9⅛	9⅛ +	⅛
8½	7⅞	AmGvt n.84e		11.		287	7⅞	7⅞	7⅞	
18½	12	AmHPr	.80	12.	11	49	17⅞	17⅞	17⅞	
31⅞	23	AHertt 1.06		4.4	11	2	24½	24½	24½ +	⅛
12⅞	4⅞	AHoist			24	213	11½	10⅞	11½ +	⅛
24⅞	17¼	AHotel pf1.86		8.9		36	21⅞	22	22	+ ⅛
86½	62	AHome 3.80		4.8	13	985	75⅞	75⅛	75⅛ +	⅛
89⅞	74	AmHth 5.40		6.1	9	1076	89½	88	89	+ ½
83	48	AmStr .40		.6	9	3869	62½	61½	62½ +	⅛
26½	10⅞	AMI	.72	4.4	13	630	16½	16⅛	16⅛	
48⅞	21⅞	APreed	.30	1.5	9	1646	30⅛	29½	30⅛ +	⅛
86½	46	APrsd pf3.50		6.3		5	56½	56½	56½ −	⅛
16⅞	12½	ARExt	2	12.	9	99	16½	16⅛	16½ +	⅛
9⅞	3¼	AmRity .56e		12.	2	66	4⅛	4⅛	4⅛	
29⅞	10½	ASB	.80	5.8	3	37	13⅞	13⅞	13⅞	
22½	16½	ASB pf 1.81		10.		14	17⅞	17⅞	17⅞ +	⅛
7⅞	3¼	AShip				38	4½	4⅛	4½ −	⅛
86¼	41½	AmStar	.84	1.7	13	162	49⅞	49⅛	49⅛ +	½
93	51	AStr pfA4.38		7.7		10	57⅞	56½	56½ −	⅛
36⅞	23	AT&T	1.20	4.9	13	16500	25	24⅞	24⅞ +	⅛
20¼	12⅞	AmWtr	.68	4.3	9	304	15½	15⅞	15 −	⅛
14¼	8¼	AmHoll			57	283	13⅞	13⅞	13⅞	
82	75½	ATr	6.33	8.4		2	75½	75½	75½	
54⅞	29	ATr sc				6	36½	36¼	36¼ −	⅛
134½	103½	ATr vn 6.33		5.6		1	115	115	115	+1
40¼	24⅞	Amsron 1.12		3.1	13	2	36½	36½	36½	
28⅞	7½	AmesDp .10		.6	19	2279	17⅞	16⅞	17⅛ +	⅛
18⅞	12	Ametk s .60		4.4	15	264	13⅞	13⅞	13⅞ +	⅛
11⅞	9¼	AmevSc 1.08		10.		254	10⅞	10⅞	10½ +	⅛
49⅞	24	Amfac			16	721	46⅞	46⅛	46½ +	⅛
84⅞	57	Amoco	3.50	4.7	10	2580	75⅞	74	74 −	1
71½	34¼	AMP	1	2.4	17	4600	42⅞	41⅞	41½ +	⅛
19	11½	Anspco	.30	2.5		72	12	12	12	
24⅞	6⅞	Amrc	.12	.5	26	663	22⅞	21⅞	22⅛ +	⅞
16⅞	6⅞	Amrep			9	10	7⅞	7⅞	7⅞	
32⅞	20½	AmStn	1.24	5.1	9	60	24½	24⅛	24⅛ +	⅛
13⅞	7⅞	Anacmp			10	783	8⅞	8⅛	8⅛ +	⅛
21⅞	13⅞	Anadrk	.80	1.1	13	3019	17½	17⅛	17⅛ −	⅛
22⅞	8⅞	Analog			18	1156	12⅞	11⅞	12⅛ +	⅛
29⅞	11⅞	AnchGl	.06	.8	17	279	14⅞	14⅞	14⅞ +	⅛
33⅞	18½	Angelic	.72	3.2	13	20	22⅞	22⅞	22⅞	
13⅞	9⅞	AngelFl	1.52	15.	69	12	10	9⅞	10 +	⅛
40½	25¼	Anheus	.72	2.4	13	4399	30⅛	29⅞	30 +	⅛
17⅞	6¼	Anheim		.8	35	121	11⅞	11⅞	12 +	⅛
28⅞	15⅞	Anthony .44b		2.8	6	80	15½	15⅞	15½	
29⅞	20½	Aon cp	1.25	4.7	10	391	27	26⅞	27	
12	6⅞	Apache	.36	3.5		771	7⅞	7⅞	7⅞	
7⅞	2⅞	ApcP un .25		8.5		177	2⅞	2⅞	2⅞	
83	68	ApPw pf7.40		10.		28950	74⅛	73⅞	73⅞ +	⅛
27⅞	25⅞	ApPw pf2.65		10.		3	26⅞	26⅞	26⅞	
36	17¼	ApplBk			7	53	32½	32½	32½ −	⅛
30⅞	21½	ApplMl s			10	228	13½	13⅛	13⅛ +	⅛
27⅞	17½	ArchDn .10b		.5	9	3460	18⅞	18	18⅛ +	⅛
38⅞	17	ArcoCh .80		2.8		480	29½	28½	28 −	½
39	16⅞	Aristec .92		3.2	5	1944	29⅞	28⅞	29	+1
26½	15⅞	Arkla 1.06		5.7	16	606	19⅞	18⅞	18⅞ −	⅛
53½	34½	Arkla pf 3		7.4		2	40⅞	40½	40½ −	⅛
14⅞	7⅞	Armco	1		21	1694	10⅞	10	10	
25½	18¼	Armc pf2.10		8.7		61	24½	23⅞	24⅛ +	⅛
47⅞	22½	ArmWl	1	2.9	10	2619	34½	34	34½ +	⅛
45⅞	13	Armstrk	.48	1.0	16	4714	u48⅞	45⅞	46½ +	1
12¼	4⅞	ArowE			209	703	8⅛	8⅛	8⅛	
21½	12	ArrowE pf1.94		12.		49	16⅞	16⅞	16⅞ −	⅛
41¼	11	Artra			197	26⅞	26⅞	26⅞	26⅞ −	⅛
37	14⅞	ArvIn	.88	3.0	27	273	29⅞	29⅞	29⅞ +	⅛
34⅞	15	Asarco	.80	3.3	3	1129	24½	23⅞	24⅛ +	⅞
11⅞	10⅞	AsCoal n				724	11⅞	10⅞	11⅞ +	⅛
38⅞	23¼	AshOil s	1	3.0	11	346	33⅞	33⅞	33½ +	⅛
11⅞	3⅞	AskPc				332	6⅞	6⅞	6½	
25⅞	9⅞	Ashlnd 1.60		7.4		59	21⅞	21⅞	21⅞ −	⅛
29	19⅞	AtlCas 1.76		6.9	10	2	25⅞	25⅞	25⅞ +	⅛
36½	28⅞	AtlErg 2.76		8.4	9	129	33	32⅞	32⅞ +	⅛
97⅞	55¼	AtlRich 4		5.0	10	3555	80½	79⅞	79⅞ −	⅛
63	23½	AtlasCp			92	46	33½	32⅞	33¼ +	⅛
7½	3	AudVd			20	148	4⅛	4½	4½ −	⅛
26	10⅞	Augat	.40	3.8	23	582	11⅞	11⅞	11⅞ −	⅛
37¼	10	Auspnt	.40	1.8	16	200	22⅞	21⅞	21⅞ +	⅛
54½	32¼	AutoDt	.52	1.4	17	3676	38⅞	37⅞	38 +	⅛
6	4½	Avalon				16	5½	5	5½	
28¼	14⅞	AVMCO	.34	1.4	12	532	24⅞	24⅛	24⅛ +	⅛
29¼	15¼	Avery	.48	2.3	21	3826	20⅞	20½	20⅞ +	⅛
39¼	18½	Avnet	.50	2.5	14	1286	20	19⅞	19⅞	
38	19¼	Avon	1	4.3	66	722	23⅞	23	23⅞	
26⅞	22⅞	Avon pf	2	8.8		102	23⅞	23⅞	23⅞ +	⅛
35¼	16	Aydin			11	10	22½	22	22	− ⅛
		— B — B — B								
31⅞	23½	BCE g	2.44			149	30	29⅞	29⅞ +	⅛
29¼	12⅞	BET	.73e	5.2	12	25	16¼	15⅞	15¼	
9	3¼	BMC			7	11	7½	7⅞	7½ +	⅛
31⅞	23½	BRE	2.40	7.7	14	25	31⅞	31⅞	31⅞ −	⅛
18⅞	14½	BRT	2.45	13.	7	166	18⅞	18⅞	18⅞	
42⅞	26	Baincro .80b		2.9	614	28¼	27⅞	28	+ ½	
26¼	11½	BakrHu .48		3.3		2862	14	13½	13⅞ +	⅛
64⅞	38⅞	BkrH pf3.50		6.3		66	42	42	42	
28	17	Baldor .52		2.2	28	13	24	23⅞	23⅞ −	⅛
44¼	25⅞	Ball	1.08	3.3	11	169	33⅞	27⅞	28⅞ +	⅛
26⅞	10½	BallyMf	.24	1.2	29	1129	20	19⅞	19⅞ +	⅛
19⅞	9⅞	BaltBcp	.50	3.6	55	70	13⅞	13⅞	13⅞	
34	19	BaltGE	2	6.5	9	584	30⅞	30⅞	30⅞	
55½	50	Balt pfB4.50		8.7		x100	52	52	52	+1⅞
27⅞	16¼	BncOne .92b		3.6	10	763	25½	25	25⅞	
4¼	1⅞	BanTr n				53	1⅞	1⅞	1⅞	
68½	42	Bandag .80		1.4	14	82	59½	59⅛	59	
36¼	17⅞	BkSnt 1.08		3.8	10	573	28⅞	28⅞	28⅞ +	⅛
52⅞	37½	BkS pfB3.49e		7.9		7	44	44	44	− ½
37¼	20¼	BkNE	1.36	4.9	8	858	28	27⅞	28	+ ½
45⅞	24½	BkNY	1.80	5.1	8	326	35⅞	34⅞	34⅞ −	⅛
14⅞	6⅞	BkAm			8	2688	14⅞	14⅞	14⅞ +	⅛
38⅞	24½	BkAm pfA.54e		9.8		283	36½	35⅞	36 +	⅛
61½	42	BkAm pfE .5e		10.		3	57⅞	57⅞	57⅞ −	⅛
7⅞	5¼	BkAm pf 2.68				1122	6⅞	6⅞	6⅞	
63	26¼	BankTr 1.88		4.9	4	1132	37⅞	37⅞	37⅞ +	⅛
27⅞	13⅞	Banner				137	27¼	26⅞	26⅞ +	⅛
36⅞	25	Barnes 1.85e		6.7	16	1087	27⅞	27⅛	27⅞ +	⅛
49⅞	25	Bard .64		1.5	18	331	43⅞	43	43⅞ +	⅛
40¼	26¼	BarnGp 1.20		3.5	11	6	34⅞	34⅞	34⅞ +	⅛
41⅞	27⅞	Barnett 1.04		3.0	10	857	34⅞	34⅞	34⅞ +	⅛
9⅞	4⅞	BaryWr .60e		8.1	22	95	7½	7⅞	7⅞ −	⅛
61½	1½	vjBASIX				163	9-16		9/16	
26¼	12¼	BatMt s .10		.7	15	1657	14⅞	14⅞	14⅞ −	⅛
49	30¼	Bausch	1	2.4	14	1405	42	41⅞	41⅞ +	⅛
29⅞	15½	Baxter	.50	2.8	16	7401	20½	20⅛	20⅛ −	⅛
50⅞	42½	Bax pfA3.74e		8.4		1	44½	44½	44½ −	⅛
93	61	Bax pfB3.50		5.2		668	68	67½	67½	
23⅞	10¼	BayFin .09j				1	15⅞	15⅞	15⅞	
26⅞	19⅞	BayStG 1.68		7.8	8	31	22⅞	22	22	− ⅛
21½	8	BearSt .50		4.3	8	742	11⅞	11½	11⅞ +	⅛
41⅞	20½	Bearng s.80		2.3	12	111	35	33⅞	34½ −	⅛
69	42¼	BectDk .96e		1.6	15	697	53½	52⅞	53⅞ +	½
9-16	3-16	vjBeker				45	7-32	7-32	7-32	
2⅞	¼	vjBekr pf				50	2	¼	2	+ ½
79⅞	69½	BellAtl 4.08		5.8	11	2437	69⅞	69	69	
23⅞	11	BellSou 1.28		2.0	7	23	14	13⅞	14	+ ⅛
43⅞	29¼	BellSo 2.36		5.9	12	2969	40	39½	39⅞	
37⅞	21⅞	BeloAH .44		1.6	25	71	28⅞	28⅞	28⅞ +	½
25½	12⅞	Bemis s .44		2.0	17	37	22⅞	22	22⅞ −	⅛
62⅞	28½	BenCp	2	4.2	10	434	48⅞	47⅞	48⅞ +	⅛
27⅞	23	Benef pf2.50		10.		2110	24⅞	24½	24⅞ +	⅞
7⅞	2¼	BengtPl .12r		2.7	10	122	4⅞	4⅞	4⅞ +	⅛
8	½	vjBerkay				2	1		1	
20½	5⅞	BestBy s			47	696	19⅞	19⅞	19⅞	
16⅞	6	BestPd			18	1368	15⅞	15⅞	15⅞ +	½
26½	9⅞	BethSt			5	2955	21½	21⅞	21⅞ +	⅛
55¼	29	BethSt pf 5		10.		166	50⅞	50	50	
27½	13½	BthS pfB2.50		10.		367	24⅞	24½	24⅞	
15½	4⅞	BevPp	.04j			739	6⅞	6⅞	6⅞ +	⅛
21½	12⅞	BevP 2.16e		17.	5	107	12⅞	12⅞	12⅞ −	⅛
29⅞	9⅞	Biech			14	53	10½	10⅞	10½ +	⅛
23⅞	10⅞	BirSti s .30		1.6	8	263	19⅞	18⅞	18⅞ −	⅛
26½	13	BlackD .40		1.9	14	1283	21½	20⅞	20⅞ −	⅛
28⅞	19½	BlkHC s1.40		5.1	12	40	27⅞	27⅞	27⅞ +	⅛
10⅞	10	Blksm n				530	10	10	10	
34⅞	29	BlkHl s1.84		4.0	15	612	29½	29	29⅛ +	⅛
22⅞	15	BlueAir n.14e		.8		303	17⅞	17	17⅞ +	⅛
9	4⅞	BlueChp .19e		3.3		130	5⅞	5½	5⅞ +	⅛
63⅞	33⅞	Boeing 1.60		2.7	17	2884	59⅞	58⅞	58⅞ −	⅛
51⅞	28⅞	BoiseC s1.20		2.9	8	785	41⅞	41⅞	41⅞ +	⅛
24⅞	11⅞	BoltSr s .06		.4	17	150	16⅞	16⅞	16⅞ −	⅛
17⅞	10⅞	Bond n				501	10⅞	10⅞	10⅞	
4⅞	3⅞	Bondwt				20	3⅞	3⅞	3⅞	
10⅞	9⅞	BordC n1.13e		6.3		726	18	17⅞	17⅞	
53⅞	31¼	Borden 1.56		2.9	14	662	54⅞	52⅞	53⅞ −	⅛
21	8¼	Bormns .05j				3	10⅞	10⅞	10½	
14⅞	10⅞	BoSta 1.40		9.9	11	66	14⅞	14⅞	14⅞ −	⅛
22	12½	BostGd 1.82		13.	16	728	14⅞	14⅞	14⅞ −	⅛
98	82	BosE pfB.66		11.		x460	82⅞	82⅞	82⅞ +	⅛
16	13½	BosE pf1.45		10.		8	14⅞	14⅞	14⅞ −	⅛
44½	22	Bowatr .52		3.4	8	4052	27⅞	27⅞	27⅞ +	⅛
14⅞	6⅞	BrckPl n				65	6⅞	6⅞	6⅞	
41⅞	29⅞	BrgSt	1.60	5.5	14	293	29⅞	28⅞	29	+ ⅛
53½	28⅞	BristMy 1.68		4.0	15	4952	42⅞	41½	41½ −	⅛
37½	22⅞	BrtAir 1.36e		5.0	7	93	27⅞	26⅞	27⅞	
34½	30½	BrtGas 1.62e		5.8	80	82	31⅞	31⅞	31⅞ +	⅛
6⅞	1⅞	BrtLnd				3	2½	2⅞	2⅞ −	⅛
75⅞	44⅞	BrkPt 3.16e		6.0	12	404	52⅞	52⅞	52⅞ +	⅛
18⅞	6½	BrkP wt				26	7⅞	7⅞	7⅞	
33	32⅞	BrP pp wi				50	32⅞	32⅞	32⅞ +	⅛

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
47⅞	35	BrlNrl 1.94e	4.8	9	125	40⅞	40	40⅞ +	½	
32½	18½	BHP n .36e	3.8	14	80	27⅞	26⅞	27 +	⅛	
26⅞	18⅞	BkNJG 1.72	7.4	10	132	23⅞	23⅞	23⅞ −	⅛	
29	26½	BkUG pf2.47	9.0		41	27½	27⅞	27½	
19⅞	12½	BwnSh .32	2.1		83	15	15	15	+ ⅛
43⅞	26⅞	BrwnGp 1.56	4.7	14	149	33⅞	32⅞	33	− ⅛
35¼	17½	BrwnFr .40	2.1	18	4864	23½	23⅛	23⅛ +	⅛
30¼	10¼	Brnwk .44	2.2	8	1761	20⅞	19⅞	20	
42	19	BrshWl .84	2.8	16	354	24⅞	24⅞	24⅞ +	⅛
25½	17⅞	Buckeye 2.20	11.	7	33	20¼	20⅛	20¼ +	⅛
20⅞	15¼	BucknFl 1.76	10.		7	17⅞	17	17	
18	12¼	BkIny 1.88	13.	11	88	14⅞	14⅞	14⅞	
28⅞	12	BurlnCt		10	33	19⅞	19½	19¼ −	⅛
82⅞	40	Burlnth 2.20	3.4	18	1973	65½	64½	64⅞ +	½
8⅞	6	BrlNo pf.55	6.5		2	8½	8½

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NYSE COMPOSITE PRICES

Continued from previous Page

52 Week High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close	Ch'ge Prev. Close
1¼	½	RvrOak				28	¾	11-16	11-16	
20¼	11½	Robbin			4	14	11½	11½	11½	
29½	12¾	rjRobins			13	210	28	26¾	26¾	− ½
19¾	14¼	RochG	1.20	6.9	11	1340	17	16½	16¾	− ½
42¾	37	RochTel	2.72	6.4	13	24	42¾	42¾	42¾	− ½
12¾	6¾	Rolamy	.36	3.8	11	112	9½	9½	9½	
20	14¼	RolCar	1.84	9.4	14	97	19½	19½	19½	
26½	14¼	Rockwl	.72	3.7	7	6108	20¼	19½	19¾	− ½
10½	4¾	RodRem	.14	1.6		2	8	8	8	− ¼
52	24	RoHaas	1.12	3.3	11	110	33¾	33¾	33¾	+ ½
37½	12¾	Rohr			17	284	22½	22½	22½	+ ¼
23¾	11½	RollInt	.68	.5	21	806	16½	16¼	16¼	+ ¼
22¼	12¼	Rollins	.52	3.2	16	127	16½	16¼	16½	+ ¼
39½	19¾	Rorer s	.80	2.8	20	590	35¾	35	35	− ¼
10	5¾	Rowan				218	7	6¾	7	
134¾	94¾	RoyDt	6.82a	6.0	7	1540	110¼	109¾	110¼	+ ½
13½	5	Royint	.16e	1.6	13	62	10¾	10¼	10¼	− ½
9¾	5¾	Royce	.52e	6.5		202	8¾	8¾	8¾	+ ¼
35	19	Rubmd	.36	1.6	18	2261	22¾	22¼	22¼	+ ¾
46¾	17½	RussBr	.40	2.1	8	122	18¾	18¾	18¾	
19¾	10½	Russell	.24	1.6	12	45	15¼	15¼	15¼	− ½
41	20	Ryder	.60	2.3	16	1929	26¾	25¾	26¾	+ ¾
32¼	17¾	Ryloff	.68	2.3	16	114	29	28¾	29	+ ¼
23½	11	Ryland	.60	3.4	6	148	17½	14¾	14¾	− ¾
20¾	7½	Rymer			16	33	10¾	10¾	10¾	
— S—S— S —										
38¼	27½	SCEcp	2.48	7.9	11	1994	31¾	31½	31½	− ½
17	6	SCORI.U.10e		2.3	5	10	7½	7½	7½	+ ½
45¾	20¾	SPSTec	1	2.4	17	22	42¾	42¾	42¾	− ½
39½	21¾	SPX Cp	1.20	4.0	12	796	30½	30¼	30¼	− ½
31½	13	SSMC			46	440	23	22¾	22¾	− ½
33½	16½	Sealkhl	1.08e	5.8	6	576	18¾	18½	18¾	
13¾	10	SeibnR	1.42e	12.	8	28	12	11¾	11¾	+ ½
19¾	9	SigdEc			9	80	15¾	15	15	− ¼
39½	21¾	SilKOh	.80	1.2	23	661	25½	25	25	− ¼
9	5¾	SalCan	1.03e		12.	49	9¾	9¾	9¾	
24½	17¾	SilcLP	1.40	8.4	9	70	22½	22	22	
18¾	6¾	Simplx			14	1	9¾	9¾	9¾	+ ½
80	51	SoBkHl	.54	.7	16	220	78½	78	78½	− ½
38¾	16¾	Salomn	.64	2.7	19	1261	23½	23¼	23¼	+ ½
35	28¼	SDIeGe	2.60	7.5	11	1676	34¾	34¾	34¾	+ ¾
9¾	6¾	SJuanB	.40e	5.5		237	7¾	7¼	7¼	
14¼	9½	SJuanR			14	9	12¾	12¾	12¾	+ ¼
32¾	23¾	SANRR	2.04	6.5	19	59	31¼	30¾	31¼	− ¼
21¾	14¾	SFeSP	2.88	17.		40	16¾	16¾	16¾	+ ¼
34¾	14¼	SFeSP s	.10	.5	4	1715	18¾	18¼	18¼	+ ¼
47¾	26½	SoraLee	1.20	3.0	14	3330	40¾	39¾	40¼	− ½
12¾	10¾	SavE pf	1.25	11.		9	11½	11½	11½	+ ½
15	8	SavEl				3	7¾	7¾	7¾	
13¾	10-16	Savs pfA				16	11½	11½	11½	
7½	5¾	Savs pfB.80		13.		5	6¾	6¾	6¾	
34½	26½	SCANA	2.40	8.8	11	483	30¼	30¼	30¼	
9¾	5¾	Schlr	.31e	4.4		18	7	6¾	7	− ½
51¼	31¾	SchPlg	1.40	2.7	17	2882	53¾	51¾	51¾	− 1
49¾	35	Schlmb	1.20	3.5	13	4315	34¾	33¾	33¾	− ¾
17	6¾	Schwb s			117	88	7	7	7	
20¼	8¾	SciAtl	.12	1.1	9	1428	11¼	10¾	11	
43½	27½	ScotP s	.74	2.1	10	X1248	35¾	35¾	35½	+ ½
15¾	10	Scotys	.52	4.9	16	28	10	10¾	10	− ½
12¾	7½	SeaBnk	.07e		7	81	8¾	8¾	8¾	
30½	12	SeaCnt	.30e	1.3	4	89	23½	23½	23½	− ¼
14	10½	SeaCt pf	1.46	11.		32	13¾	13¾	13¾	
17¼	14	SeaC pf02	.19	13.		41	17	17	17	
17½	13¾	SeaC pf02	.10	13.		41	17	16½	16½	
81¾	49	Seagrm	1.20	2.2	9	760	53¾	53¾	53¾	+ ½
23¾	8	Seagul				6	13¾	13¼	13¼	+ ¾
50	29½	SealAir	.80	1.4	13	276	42¾	42½	42½	− ¼
38¾	20¾	Sears	2	5.8	9	6032	35¾	35¾	35¾	− ¼
43¾	20½	SecPac	1.96	5.3	10	1762	37¼	37	37¼	− ¼
68½	40¾	SequaA	.15e	.2	14	116	61	60¼	61	+ ¼
91½	42¾	SequaB	.15e	.2	15	1	64	64	64	
30¾	18	SvcCpr	.40	2.5	14	535	19½	19	19¼	
13½	2¼	SvcFan				45	6	5¾	6	+ ¼
29¾	20½	Sevcust	1.68e	6.9	12	283	25¼	24¾	24¾	− ½
26¾	12¼	Shaklee	.80	4.0	12	694	20¼	20	20¼	
27	12¾	Shawin	.60	2.9	11	198	20	19¾	20	+ ¼
28¾	17¾	ShellOil	.07e	3.5		27	21¾	20¾	20¾	− ¾
21½	11¾	Shelby	.24	1.6	13	13	15	13	15	+ ½
91½	67	ShellT	4.76e	6.7	9	135	70¾	70½	70½	+ ½
38¾	20¼	Shrwin	.64	2.2	13	691	29½	28¾	29	+ ¼
16¾	6¾	Showbt	.28	3.3		182	8½	8¼	8¼	
26¾	16	SierPac	1.76	8.3	10	102	21½	21	21½	+ ¼
14¾	6¾	SgnApl	.20			39	6¾	6¾	6¾	
38½	21¾	Signet	1.40	4.5	8	165	31¼	30¾	30¾	− ¼
16¾	6¾	SiliconG			8	214	11¾	11¾	11¾	− ¼
13½	11¾	Skyline	.48	3.4	12	58	14½	14	14	
10¾	4½	Skilbln			3	77	9¾	9	9	− ¼
72½	38¾	SmithKl	1.84	4.0	10	3509	46¾	46	46½	+ ½
62	39	Smoakr	.88	1.5	12	28	57	57	57	+ ¾
48¾	24½	SnapOn	.84	2.1	14	575	39¾	39¾	39¾	+ ¾
10	6	Snyder	1.20	20.	26	947	6¾	6	6¾	
13½	8¾	Soydr pf	2.08	16.		17	14¼	14	14	− ½
10½	4	Soltron				78	4	4	4	− ½
29¾	21¾	Sonat	2	7.2	12	869	27¾	27¼	27¼	+ ¾
54¾	25½	SonyCp	.28e		5.44	210	53½	53	53½	+ ¾
28¾	12¾	SouFin		1.4	14	338	27	26¾	26¾	+ ¾
37½	27¾	SouNat	3.50	9.3		28	37½	37½	37½	+ ¼
25¾	23	SoCp pf	2.40	10.		7	24½	24	24	− ½
12	8	SoJerin	1.30	7.1	9	55	18¼	18¼	18¼	+ ¼
25½	14¼	Soubrs	.50	2.3	9	216	21½	21½	21½	− ¼
28½	17¾	SouBell	1	3.8	7	72	26½	26½	26½	+ ¼
24¾	21¾	SouGas	2.14	9.9	5	6265	21¾	21½	21½	+ ¼
30¾	23¾	SouRlty	s1.70	6.3	10	15	27¾	27¾	27¾	− ½
57¾	43	SNETI	3	5.7	11	232	52¾	51½	52¾	+ ½
32¾	28	SoRy	pf2.60	8.9	1		29¾	29¾	29¾	+ ¾
11¾	7¾	SoStnCo	.20	2.5		160	8¼	7¾	8¼	
10¼	2¾	Sovmrk			16	2427	3¾	3	3	− ¾
11¾	6¾	Spark pf	1.56			61	10¼	10¼	10¼	+ ¼
11¾	6¾	Spark pf	1.56			1	8	8	8	− ¼
22½	11¾	BuAirl	.13	.8	11	384	16	15¾	15¾	+ ½
25½	18¼	SvGas	1.34	6.5	9	62	20¾	20½	20½	− ½
45½	29¾	SvBell	2.46	6.7	11	4602	37¼	36¾	36¾	− ½
26	15¾	SvEnr	.36	3.0	13	12	19¾	19¾	19¾	
28¾	22¾	SvFS	2.12	8.4	10	320	25¼	25	25¼	+ ¼
12¼	9¾	Spaslo			83	195	9¾	9¾	9¾	+ ¾
23	7¾	Sparton	.52	4.0	13	37	13½	13	13½	+ ½
28	7¾	Sprague			22	44	12½	12¼	12½	+ ¼
36¾	20¾	Springs	1	3.0	10	78	32¾	32¾	32¾	+ ¼
65½	43	SpsrD	1.92	4.0	11	386	48¼	47¾	48	
102¾	65¼	SquibD	1.60	2.6	18	2026	64¾	63¾	64¼	− ¼
31	20¾	StdPrd	.80	3.8		85	19¾	19¾	19¾	+ ¼
29¾	17	StdCom	.70	2.5	9	11	28¼	28¼	28¼	+ ¼
9¾	4¾	StFdRk	.40	4.8	5	176	8¼	8¼	8¼	− ¼
21	11¼	StMcr	.32	2.4	15	289	13¼	13	13¼	+ ¼
24	12½	StanBrx	.56	2.5	18	20	20¾	20	20¾	+ ¼
21¾	9¾	StanHm	s.56	2.9	11	315	20	19¾	19¾	− ¼
38½	21¾	StanWk	.88	3.4	12	519	26	25¾	26	+ ¼
52½	35½	Stanvac	1.20	2.5	11	5	48¼	48¼	48¼	
11¾	9¾	StaMSe	1.12e	10.		13	11½	10¾	11½	+ ¾
6	2½	Stanpo	.08	1.5		64	5¾	5¾	5¾	
15¾	7	StdEcp	.80	7.3	12	80	11¼	10¾	11	
15½	5¾	Stilel				159	6¾	6	6¼	
57½	46½	StonWr	2.40	3.5	13	3	68¾	68¾	68¾	+ ¼
39¾	15¾	StonCr s	.36	1.1	8	1450	32¾	31¾	32¾	+ ¾
14¾	10	StorEq	1.40	12.	13	37	12	12	12¼	+ ¼
3¾	1½	StorTch			20	8288	2¾	2½	2¾	− ¼
22¾	13¾	StrsRt	1.80e	12.	5	29	16½	16	16½	− ½
32	13¾	StridR s	.60	2.2	14	216	27½	27	27½	+ ¼
11	5½	SuwSh			10	6	6¾	6¾	6¾	
9¾	6¾	SunDis	1.10e	13.	11	40	8¾	8¾	8¾	
16¾	9¾	SunCo	.80e	3.9	27	116	19¾	16¾	16¾	
20¾	12¾	SunEng	1.46e	11.	55	13¾	13	13¼	13¼	+ ¼
64	34	SunCo	3	5.3	79	557	56¾	55½	56¾	+ ¼
64	36	Sundstr	1.80	3.7	158	49¾	49¾	49¾	49¾	+ ¾
7	3¼	SunMic			739	4¾	4¼	4¼	4¼	
16	7¾	SunM pf	1.16	13.	31	8	8¾	8¾	8¾	
27½	17	SunTrst	.28	3.2	10	203	21½	21¼	21½	+ ¾
28¾	18	SupValu	.50	2.2	14	3396	22½	22½	22½	+ ½
27½	9¾	SybITc s			17	649	18¾	17¾	17¾	− ¾
15	7¾	SymeCp			11	12	11¾	11¾	11¾	+ ¾
48½	23	Synalloy	1.20	3.4	16	327	36¾	37¾	37¾	+ ¾
40¾	22¾	Synoco	.92	1.9	20	555	32¾	31¾	32¼	+ ¼
9¾	3½	Systnt	.20e	2.5	17	41	8¾	8	8	

52 Week High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close	Ch'ge Prev. Close
— T—T—T —										
8¾	5¾	TCW	.34	11.		558	7¾	7¼	7¾	− ¼
61	53	TDK	.65e	.7	20	789	79¾	79¾	79¾	+ ½
35¾	21¼	TECO	1.42	6.3	11	277	22½	22¼	22½	+ ¼
8¾	5¾	TGIF			18	41	6½	6¾	6¾	− ½
		TSI s				284	10	10	10	
35¾	11¾	TJX	.60	2.2	16	1158	27¾	21¾	26¼	+1½
21¾	17¾	TNP	1.47	7.5	4	10	19¾	19½	19½	− ¼
69¾	57	TRW	1.60	3.3	8	1423	41¾	41¼	41¼	− ¾
23¾	9¾	TW Svc	.10	.6	15	952	17¾	17½	17½	
8	¾	Taatm				67	1½	1½	1½	+ ½
23¾	9¾	Talley	.20	.4		112	13	12½	12½	− ½
21¾	13½	Talley pf	1	5.5		6	18¾	18¾	18¾	− ½
71½	44¾	Tambr	1.52	3.8	15	658	54½	53¾	54	− ½
37	12¾	Tandem			13	1857	32½	12¾	13	− ½
86½	28	Tandy	.60	1.5	12	949	39¾	38½	38½	− ½
18¾	9¾	Tchbyne			12	168	16¼	14¾	16¼	− ¼
40¾	20½	Tektronx	.60	2.8	7	358	21½	21¼	21½	+ ¼
3¾	1½	Telecom			11	17	1¾	1½	1½	− ½
29	14¼	Teleprt s			17	348	17½	17	17½	+ ¼
282	242	Teldyn	4	1.2	8	154	326¼	321½	321½	−2¼
28	16	Teleif	1.16e	4.9		63312	23½	23¼	23½	− ½
28¾	10	Telmx s	.32	2.2	13	218	14½	14½	14½	+ ¼
69¾	55	Templ s	.54	1.7	8	1984	32½	32¼	32½	+ ¼
10½	9¾	Tenpll pfD.62		10.		1215	9¾	9¾	9¾	
62½	38½	Tenneco	3.84	6.6		3627	46½	45	46½	+ ½
87	69¾	Tenn pr	7.40	7.7		1	96¾	96¾	96¾	
38¾	12	Terdyn				273	19¾	19¼	19¼	
19½	7¾	Texaco			244	90	9¾	9¾	9¾	
26¾	16¾	Texcr pfL64				2	17¾	17¾	17¾	− ½
52½	28¾	Texaco	3	5.6	13	5818	46¼	45¾	46¼	− ¼
11½	1½	TxAir				249	1½	1¼	1¼	
48	30¾	TxInst	1	4.9	16	828	33¾	33¼	33¾	+ ¼
44½	26¾	Textpl	.80b	2.4	31	12	33¼	32¾	33¼	+ ¼
30¾	19¾	Textron	2	1.9	13	3153	30¼	30¼	30¼	− ¼
25¾	16¾	ThPac	.40	1.6	15	24	25	25	25	− ¼
34¾	24¾	TexUtil	2.88	10.	6	3872	28¾	28¾	28¾	− ¼
9¾	4	Textl			8	62	5¾	5¾	5¾	
10¾	5¾	Textl pfB				3	6¾	6¾	6¾	
38¾	17¾	Textrn s	.1	4.4	8	1718	23¾	22¾	23	− ½
25¾	14	Thack				10	20	20	20	
20¾	13¾	Thal s				20	15¾	15¾	15¾	
25¾	10	ThrmEl			19	275	18¾	18¼	18¼	− ¼
67¾	41½	ThrBet	1.84	3.6	16	182	51¾	51¾	51¾	+ ¾
24½	13¾	Thomin	.68b	2.8	13	70	24	23¾	23¾	− ¾
11¾	9	Thrftbd	.40	1.9	14	30	20¾	20¾	20¾	
23¾	16	Thorind	.12	.9	11	133	14¾	13¾	13¾	− ¾
28¾	16	Thortec	.80	28.		267	3¾	d 3½	3¾	− ¼
9¾	4	Tidwtr				86	6½	6½	6½	
41	14½	Tiffany	.36e	.9	18	43	34¾	34¾	34¾	− ½
17¾	5¾	Tigerin			6	1145	16½	15¾	15¾	− ¾
115	66	Time	1	1.9	23	545	95¾	95¾	95¾	+ ¾
52½	29	TimMir s	.92	3.1	14	1435	29¾	29¾	29¾	− ¾
62½	43½	Timken	1.60	2.6	21	283	62¾	61½	62¾	+ ¾
41½	21¾	Titnk wt			1	317	31¾	31¾	31¾	
7¾	3¾	Titan			61	27	2¾	2¾	2¾	
12¾	8¾	Titan pf	1	11.		3	9	9	9	+ ¼
7¾	1¾	vTodds				44	2½	2½	2½	− ¾
8¾	2	vTdS pf				19	7¾	7¾	7¾	+ ¾
18¾	10¾	Toklmn	.46	2.4	11	14	19¾	19¾	19¾	
24	19¾	TolEd	pf2.51e	11.	45	24	23¾	23¾	23¾	+ ¾
27	23¾	TolEd	pf2.81	11.		2	25¾	25¾	25¾	
25½	20¾	TolEd	pf2.36	11.	1	21¾	21¾	21¾	21¾	
12¾	4¾	TolBro			7	56	5¼	5	5¼	+ ¼
22½	7¾	Tonka				44	11	10¾	10¾	
35¾	20¾	ToysR	.20b	.7	18	21	31¾	31¼	31¼	
26¾	21¾	Trchmk	1.20	3.7	10	244	32½	32¼	32¼	− ¼
24¾	11¾	Toro	.48	2.8	10	101	18½	18¼	18½	+ ½
8¾	7¾	Tosco			5	288	3	2¾	2¾	− ¼
44	16	Tosco pf	2.38	6.2		30	38½	38½	38½	− ½
42¾	22	ToyRUs			22	2347	37½	36½	36½	− ½
16¾	7¾	Transit	1.24	14.	22	369	9¾	9½	9½	− ½
37¾	14	TWA				1558	37¾	37¾	37¾	+ ½
77¾	14	TWA pf	2.25	14.		27	16¾	16¾	16¾	+ ¾
51½	22¾	Travlrs	1.84	5.5	7	823	33¾	33¼	33¾	+ ¼
26½	21	Transc	2.28e	9.5	11	24	24	23¾	23¾	− ¾
14½	10¾	TrnCda	g.68	6.6		5	7	6¾	6¾	− ¼
11¾	4¾	Trncap				5	7	6¾	6¾	− ¼
43	19	Transco	1.36	3.9		992	34¾	33¾	34¾	+1¼
82	57¾	Trnsc pf	4.25	6.7		62	63¾	63	63¾	+1
13½	4¾	TrasEx	.88	14.		77	6¼	6¼	6¼	
5½	2¾	Transcn				14	3½	3¼	3¼	− ¼
25	24	TrGP	pf2.50	9.7		1	25¾	25¾	25¾	− ¾
30¾	14½	TreTec	.36	3.0	9	60	17¾	17¾	17¾	
46¾	36¾	Travlrs	2.40	7.8	62	1933	34¼	34	34¼	+ ¼
24	20¾	TriCon	4.00e	21.		117	21¼	21	21¼	
30¾	27¾	TriCon	pf2.50	8.7		2	28¾	28¾	28¾	
49¾	29¾	Tribune	.76	2.1	16	312	36½	36¼	36½	− ¼
37¾	14¾	Trinty	.52	1.8	30	501	28¾	28¼	28½	− ¼
44¾	20¾	Trinova	.84	2.5	11	639	33¾	33¾	33¾	
10¾	6¾	Tritelb s			3	27	14¼	14¼	14¼	− ¼
24¾	11¾	TrwSap	.16b	.8	12	169	19¾	19	19¾	+ ¾
29½	18½	TRE pf	2.8	8.9		4	22½	22½	22½	+ ¼
61¾	49¾	TecsEP	3.96	7.5	10	231	51¾	50¾	51	− ¾
15	7	Tultex	.36	4.1	10	180	8¾	8¾	8¾	
33¾	17¾	TwinDs	.80	3.0	10	3	26¾	26¾	26¾	
36¾	15¾	Tycol s	.24	.8	16	410	32	31½	31½	
19¾	9¾	Tyler	.44e	2.5	15	622	17¾	17¾	17¾	+ ¼
— U—U—U —										
105½	65	UAL Cp			8	899	92½	91	91¼	−1½
28¾	25	UDC pf	s		4	27	27¼	27¼	27¼	+ ¼
28¾	11¾	UDC	2.40	10.	5	31	19	18¾	19	+ ¼
30	21¾	UGI	2.14	7.7	8	39	27¾	27¾	27¾	+ ¼
19¾	4½	UNCInv	.01e	.1	15	475	9¾	9¾	9¾	
25¾	16¾	UNOCAL	.42	2.0	10	1129	24½	23¾	24½	+ ¾
45¾	29¾	USFG	2.64	8.8	8	535	30¾	30¾	30¾	− ¾
52¾	41½	USFG	pfA.10	8.1		6	44½	44½	44½	+ ¾
7¾	6¾	USG s			3	1833	7¾	7	7¾	+ ¾
28	16¾	USLICO	.96	4.3	8	40	22½	22½	22½	+ ¾
22¾	19½	UST s	1.48	4.7	12	371	31½	31¼	31¾	+ ¾
89	21	USX	1.20	4.4	16	6729	28	27¾	27½	− ¼
51	43¾	USX pfA	3.64	8.6		1	50¼	50¼	50¼	− ¼
103	86½	USX pfB	6.75	11.		120	60¾	60¾	60¾	− ¾
62	41½	USX pr	3.50	7.3		1	47¾	47¾	47¾	−1¼
6¾	1-64	USX wt				462	3-64	1-64	3-64	+1-32
37¾	9¾	Ultrtek			12	259	10	9¾	9¾	− ¼
8	2½	UltraFirst	.80	.8	15	7	3¾	3¾	3¾	− ¼
43¾	28¾	Unilever	1.20e	3.3	12	47	37	36¾	36¾	+ ¼
32¾	18¾	UnMar	1.92e	6.4	8	53	30¾	30¾	30¾	− ¾
47¾	36	UnCmp	1.24	3.8	9	1692	32¾	32¾	32¾	+ ¾
32½	15¾	UCarb	.80	3.7	8	7286	22½	21½	21½	− ¾
10¾	4	UnionC			21	105	9¼	9	9¼	+ ¼
26¾	19¾	UnElec	1.92	8.6	8	1476	22¾	22½	22½	+ ¾
37	32	UnEl	pfA.90	9.9		x10	35½	35½	35½	− ½
50	40½	UnEl	pfA.56	10.		x1400	45¾	45¼	45½	− ½
93	88	UEI	pfH 6	10.		x9180	90¼	90	90¼	+1¼
23¾	13¾	UnElep	1.50e	10.	19	201	14¾	14¾	14¾	+ ¼
85¾	45¼	UnPac	2.20	3.6	11	1224	59¼	57¾	57¾	+ ½
14¾	5¾	UnTex s	.10e	1.0		1061	9¾	9½	9½	
18½	9	UnitedF s	.40	2.8	4	223	14½	14	14¼	+ ½
47¾	24	Unisys	1	3.2	9	12237	32½	31	31½	− ¼
80¾	46	Unisys	pfD.75	8.4		3000	89¾	87	89¾	− ¾
4	1¼	Unit				67	2½	2	2½	
16¾	8¾	UtAM	.24	1.5	17	18	13½	13½	13½	+ ½
16¾	9¼	UBrnd s	.20	1.1	11	207	17¾	17¼	17¾	+ ½

The Business Column

When culture blocks cohesion

WALK round almost any factory in Europe or the US these days, and you will see placards inscribed "Quality 88," "World Class Manufacturer by 1990," or other such slogans proclaiming an ambitious improvement drive.

Under intense competitive pressure, usually from the Far East, many manufacturers have tried to run not just one campaign, but several at once: to reduce labour and material costs, to cut reject rates and inventory levels, to compress production cycle times, and to speed up the rate of new product introduction.

But many of these programmes have foundered on internal resistance from both workers and management. The reasons are examined by three leading American business school professors in a weighty new book, Dynamic Manufacturing, to be published shortly (by Free Press in the US and Collier Macmillan in the UK).

Like the human body's rejection of essential organ transplants, argue Professors Robert Hayes, Steven Wheelwright and Kim Clark, such improvement campaigns are often perceived as subverting the basic working of the organisation: its administrative processes, its approach to managerial control, its performance measurement and reward systems, and its management selection and promotion mechanisms.

As the professors point out, most improvement programmes also conflict with the principles underlying three deep-rooted types of specialisation in Western companies: "functionalisation" into separate groups and departments; the clear separation of line from staff roles; and the setting up of divisions along product, market or geographic lines. The result is that few Western organisations can act cohesively at any level without elaborate, time-consuming, and usually resented co-ordination from the centre.

As Dynamic Manufacturing argues, this might not have mattered in a stable environment, where pressure on any sub-group to improve its performance was usually marginal, and did not affect the others too dramatically. But in today's business environment when companies are having to cut defect rates by a factor of 10 and slash inventories and product development times by half, no sub-group can act on its own. Improvements by one group may also harm the performance of another, as reflected by the narrow measures applied to it.

The answer would seem to be obvious: first, change narrow measurement systems to reflect the organisation's wider interests; and second, break down the barriers further by a wholesale redesign of the organisation.

The professors advocate the first step strongly, but are chary of the second. A spate of large multinationals has followed the latter route over the past few years: 3M, Digital Equipment and Hewlett-Packard are three of many which had long prided themselves on extreme decentralisation, but which have now moved towards more centralisation and control. Others, such as Chrysler have tried to emulate many first-generation companies by relying on the leadership of a single person to provide the glue necessary to get different functions, divisions and levels to work better together.

Neither approach is entirely satisfactory, warns Dynamic Manufacturing: the Chrysler approach is too transient, while large-scale organisational restructuring is usually highly disruptive, so that it takes a long time – if ever – to have the desired effect. As the book suggests, formal changes will never be effective if established departmental rivalries and other aspects of "informal organisation" get in their way. The only solution, argue the professors, may be via the longest-term change of all, the creation of a set of "shared values" in which co-operative behaviour ranks above departmental squabbles.

Whether a dramatic shift in corporate culture can be effective – or can even be achieved – without some organisational changes must be doubtful. But there is certainly a strong case for arguing that companies will get more out of a culture shift than from constant and painful overhauls of their structure.

Christopher Lorenz

THE MONDAY INTERVIEW

The man of property

Barry Riley talks to Sir Nigel Broackes, chairman of Trafalgar House

THERE are so many things happening on a scale that hasn't happened before, says Sir Nigel Broackes of the outlook for UK construction and property development. He lists the projects under way: "King's Cross is 120 acres, Docklands is over 5,000 acres. We've had nothing like it in my lifetime."

As chairman of Trafalgar House, one of the UK's biggest property and construction groups, he talks enthusiastically about the prospects for the industry. "Even if there is another stock market collapse, there is so much momentum in so many things that I think we can look forward to several years of unparalleled activity."

This is aggressive talk from a man who has lived through the ups and downs of the economic cycle. Once a glamour stock, Trafalgar fell badly from stock market favour during 1985 and 1986 when its earnings stagnated. But the huge growth of property and construction is now boosting the group's fortunes.

Aged 54, Sir Nigel Broackes has been prominent in business for an astonishingly long time. He was only 22 when he started out in property, under the wing of Eastern International Investment Trust, and he was not yet 30 when Trafalgar House was floated.

"We were a public company when Jim Slater was still writing his tipping column for the Sunday Telegraph," he recalls.

Others were content to stick with the lucrative post-Second World War property sector, but he had broader ambitions. While Trafalgar House has been consistently involved in commercial property development, the group has also expanded into housing, construction, shipping and structural engineering, and made a profitable foray into newspapers with the purchase of Beaverbrook in 1977.

There were clear links between the various parts of the property/construction/shipping/leisure complex that Sir Nigel built up in the 1970s. Indeed, his strategies have been closely mirrored by his contemporary Sir Jeffrey Sterling at the P&O group, a company for which Trafalgar made an abortive takeover offer in 1983. But Trafalgar's moves into heavy engineering were unique and controversial.

"I quite agree that people were surprised," Sir Nigel admits. The original link had been through Cementation, a business at the heavy end of the construction industry which Trafalgar acquired in 1971. Trafalgar set about turning Cleveland Bridge and Engineering, Cementation's Darlington subsidiary, into what it claims to be the most up-to-date steel fabrication plant in Britain. That led Trafalgar into the North Sea fabrication sector, with the purchase in 1984 of Scott Lithgow, on the Lower Clyde, from British Shipbuilders.

"Scott Lithgow was a very painful period for us," Sir Nigel says. The yard has now been mothballed and Trafalgar is claiming £186m in damages from British Shipbuilders. The whole offshore scene has been a disappointment.

Onshore, the story has been different. As well as the expansion in construction, there has been a large shift from the reinforced concrete methods traditional in Britain towards the structural steel techniques typical of North America.

Trafalgar has just picked up some big contracts for the Canary Wharf project in London's Docklands and is poised to begin the Dartford bridge. There is also the tantalising prospect of an export contract for the third Bosphorus bridge.

The loss of the contract for the second Bosphorus bridge in 1985 led to recriminations over the alleged failure of the British Government to give the kind of backing which the successful Japanese consortium had received. At about the same time, the Government failed to accept Trafalgar's offer for the Vickers nuclear submarine building facility at Barrow. Then, the Euroroute scheme for a drive-through Channel link, of which Sir Nigel was chairman, lost out to the cheaper tunnel proposal.

Trafalgar's political touch was questioned at the time, but Sir Nigel is now a little more mellow about those setbacks. "That's all in the past," he says. And the Bosphorus opportunity looms again, this time with the Turks under political pressure to choose European builders as part of a possible entry fee to the European Community.

Sir Nigel claims, incidentally, that the bridge/tunnel concept floated by Euroroute would have proved viable, and the more modest tunnel now being built will face an immediate overload just like that experienced on the M25, London's orbital motorway. "SNCF and British Rail have both greatly increased their traffic forecasts, you could start on a bridge today."

Sir Nigel Broackes is focusing on the construction upsurge in the UK, which he believes will extend well beyond 1992. The redevelopment of London's Docklands is an important part of this.

Sir Nigel says that being head of the London Docklands Development Corporation, from 1979 to 1984, was one of the most exciting and rewarding things he has done. Since he ceased to be chairman of the corporation, Trafalgar has been free to bid for work in the area and has picked up a great deal of it.

But is Canary Wharf, the biggest development in Docklands, a gigantic gamble? Sir Nigel says not. "Since the Reichmanns came in, it has turned into an absolute cast iron certainty. I'm convinced it will be a great success because of the critical mass concept and the nature of the buildings they are putting in there."

He sees the London office property market dividing into centres – Docklands, the City and the West End – with gaps in between. "There will be an over-supply of office space some time in the 1990s, but I'm not expecting it to lead to widespread distress among property owners and developers. It's going to restore the importance of location, which used to be a fundamental but has got a bit blurred recently."

Meanwhile demand for space is holding up: City of London professionals, like solicitors and accountants, have taken over from bankers and brokers. And the obsolescence of older office property will keep the developers busy for a long time. "I'm very glad they didn't build for a hundred years."

But why did it need a foreign developer – the Reichmann brothers' Toronto-based Olympia & York Developments – to take on Canary Wharf? Sir Nigel does not seem to hold out much hope that European property and construction groups could grow to the necessary size. He sees the single European market of 1992 as bringing economic benefits to the UK, rather than making European expansion attractive.

Canary Wharf, he suggests, is too big for the locals and needs the Reichmanns. "It takes a developer with world-scale resources. There is only them. Nobody here could do it. The fact that these men have taken all of it gives it the credibility."

Throughout Europe, he says, house building is extremely localised. As for construction on the Continent, Trafalgar is content to have a joint venture with Bouygues, France's largest construction company. "I can't see that leading us into the Continent. I think I can see it bringing Continental expertise into this country. But there's not much that we would want to do on the ground in Continental Europe. There is far more for us in the Far East."

Certainly Sir Nigel displays no trace of 1992 fever, or indeed any current enthusiasm for takeovers, although Trafalgar has made more than its share of takeovers in its time.

"I think it's very easy to pay too much. Although most people's shares have settled down at three-quarters of what they were last summer, the price you have to pay in a takeover is as high as it was then."

He is prepared to be patient; indeed, his attitude has often seemed positively laid-back. He admits to enjoying a luxurious lifestyle. "It goes with a certain amount of material success. Yes, one does have a house in the South of France and a yacht and the sort of things that you pick up along the way. I wouldn't say I was an idle person, but I am certainly not a mad workaholic. I'm extremely distrustful of people who work a 90-hour week." He has no directorships outside Trafalgar.

Nevertheless he does seem to hanker after another diversification, perhaps on the lines of what he calls his "random adventure" in newspapers. The purchase of the Beaverbrook papers was highly unpopular with shareholders, and the shares were eventually floated off as a free issue of Fleet Holdings to shareholders, opening in 1981 at around 20p. Those who held on did well: Fleet was taken over by United Newspapers in 1985 at 375p.

The purchase of the newspapers and of the Morgan-Grampian magazine group was only the first stage of Trafalgar's original plan. "The other part of the concept was to go further with information and communication in the direction of Thorn EMI and Decca."

"It's very rare for us to discontinue an activity in Trafalgar," he observes. "We have simply added other activities as the cash flow and skills were available." But he had underestimated the ability of newspapers to put their managers under a spell. His right-hand man, Victor (later Lord) Matthews, was spun off with the Express Group. "They were all so obsessed with what they were doing that they had no capacity to do anything else," he remarks. "That was a disappointment to me."

If Sir Nigel's business career as a newspaper proprietor was short-lived, so was his personal career as a writer. Nine years ago, aged of 44, he found time to publish a volume of autobiography called A Growing Concern. But when he settled down last summer to begin volume two he found that many of the anecdotes were too hot to be written – like the time two years ago when he briefly served as a non-executive director of Distillers during the Guinness takeover battle, or his unsuccessful attempt to become chairman of Eurotunnel, following on from Euroroute. "I couldn't do it, there was too much politics," he says sadly.

Ashley Ashwood

'I'm extremely distrustful of people who work a 90-hour week'

PERSONAL FILE

1934 Born Wakefield; educated at Stowe
1952 Stewart & Hughman Ltd, Lloyd's Underwriting Agents
1953 Commander, 3rd Hussars (National Service)
1955 Involved in various property developments
1958 Managing director of Trafalgar House
1968 Deputy chairman and joint managing director, Trafalgar House
1969 Chairman Trafalgar House
1978 Guardian Young Businessman of the Year
1979 Chairman London Docklands Development Corporation
1984 Knighted

The lawyers' lawyer

JUSTINIAN

THERE are, broadly speaking, two kinds of Attorney General. One is the chief legal adviser to Her Majesty's Government, who reveals himself as a legal luminary keeping the Government on the right legal tracks. The other is the lawyer-politician who, as Law Officer of the Crown, sees his role as steering political colleagues through the politico-legal thickets that administrations encounter.

Sam Silkin (Lord Silkin of Dulwich, QC), who died last week, was a distinguished member of the former class. It was not that he displayed poor political judgment when deciding on issues that crossed his Law Officers' desk, but that he would never compromise on the rule of law. He saw his task as the public's representative to uphold the law, even if the consequence was to harm the cause of his ministerial colleagues.

To those who worked with and for him, Sam Silkin was the quintessential lawyer's lawyer. He listened carefully to his legal civil servants, was never perfunctory about draft memoranda or written opinions that emanated from his office and was punctilious, even over-scrupulous, in making sure he got the law right.

All these characteristics stood him in less good stead as an advocate. He was a studied, if not ponderous, speaker, without the overt liveliness and forcefulness of the stereotype courtroom barrister.

His awkward style hindered him in encounters with some courts. He was shabbily treated by Lord Denning in the Court of Appeal over his refusal to give any reason for refusing to grant the administrative director of the National Association for Freedom permission to seek an injunction against the Post Office Workers' Union. (The union had ordered a dubiously lawful boycott of mail destined for South Africa.)

Sam Silkin was adhering to the constitutional convention that the Attorney General was answerable only to parliament for a decision whether to allow a private action for a public wrong. His stance was amply vindicated in the House of Lords, which reversed the decision of the Court of Appeal. Wholehearted support was lent to him by Viscount Dilhorne, a former Conservative Attorney General and later Lord Chancellor.

There were, it is true, too many instances of questionable decisions during Sam Silkin's 1974-79 Attorney Generalship for them to be brushed aside as aberrations. They were the product of his profound belief in his apolitical role.

One example was his role in the Clay Cross incident, in which councillors in Derbyshire were surcharged and disqualified from office for wilfully causing financial loss by refusing to increase council house rents, under the Housing Finance Act 1972. Silkin had advised his Labour colleagues, then in opposition, that it would be wrong to condone the councillors' action. Yet, when in office, he drafted legislation giving the councillors immunity from disqualification, although it did not relieve them of the surcharge.

His pursuit of the publishers of the Crossman diaries, on the grounds that the publication by a former minister of Cabinet decisions was a breach of confidentiality, pales into insignificance as an ill-judged decision by comparison with the present Government's similar reliance on the private law of confidentiality to prevent an ex-secret service officer from revealing official information.

Again, Silkin's handling of the prosecution of three persons for an article in Time Out revealing the existence (then unknown) of GCHQ at Cheltenham aroused hostility within Labour circles. But, to the legal profession, Silkin's actions were always explicable.

It was as if Silkin was determined to isolate the constitutional role of the Attorney General from his political position as MP and member of a government. His political neutrality was sadly not reciprocated when the Conservatives won the 1979 election. Silkin's appointment to the Court of Appeal would have been acclaimed by the legal profession. Sadly, the Government declined to respond to private pressure to make the appointment.

Political overtones have dominated the public image of Sam Silkin. Those not so enamoured of the political dimensions of the Law Officer's role will record the profession's debt to him. He was the architect of a national prosecuting service, which he passionately believed would rid the English criminal justice system of its least attractive parts. It was he (together with the Home Secretary) who appointed Sir Henry Fisher to inquire into the gross miscarriage of justice perpetrated on the three youngsters who had been convicted of murdering a transvestite and setting fire to a house in Lewisham. Sir Henry's acute analysis of the defects in English criminal procedure led to the appointment of the royal commission which recommended the setting up of the Crown Prosecution Service.

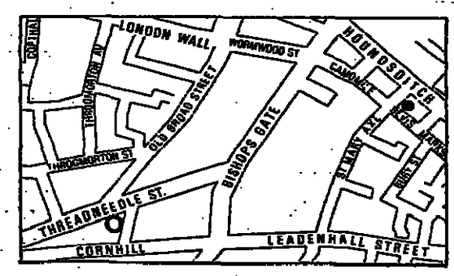
Both within Government administration and in his private life, Sam Silkin was a warm, gentle and engaging companion. The civil servants in the Law Officers' Department were devoted to him, as with no other Law Officer of modern times. They admired his legal acumen, responded instinctively to his leadership, and, long after he had left public office, kept in touch socially. Properly viewed, Sam Silkin was an adornment to the legal profession in its contribution to British social democratic government.

WHAT'S HAPPENING AT No. 1 THREADNEEDLE STREET?

During the next few weeks Eagle Star will be transferring its staff from the existing head office, across the road from The Old Lady, to brand new custom built headquarters at 60 St. Mary Axe, on the corner of Bevis Marks.

The first section to relocate will be EAGLE STAR INVESTMENT MANAGERS LIMITED who will be fully operational at 60 St. Mary Axe as from 30th August.

OUR NEW HEADQUARTERS



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